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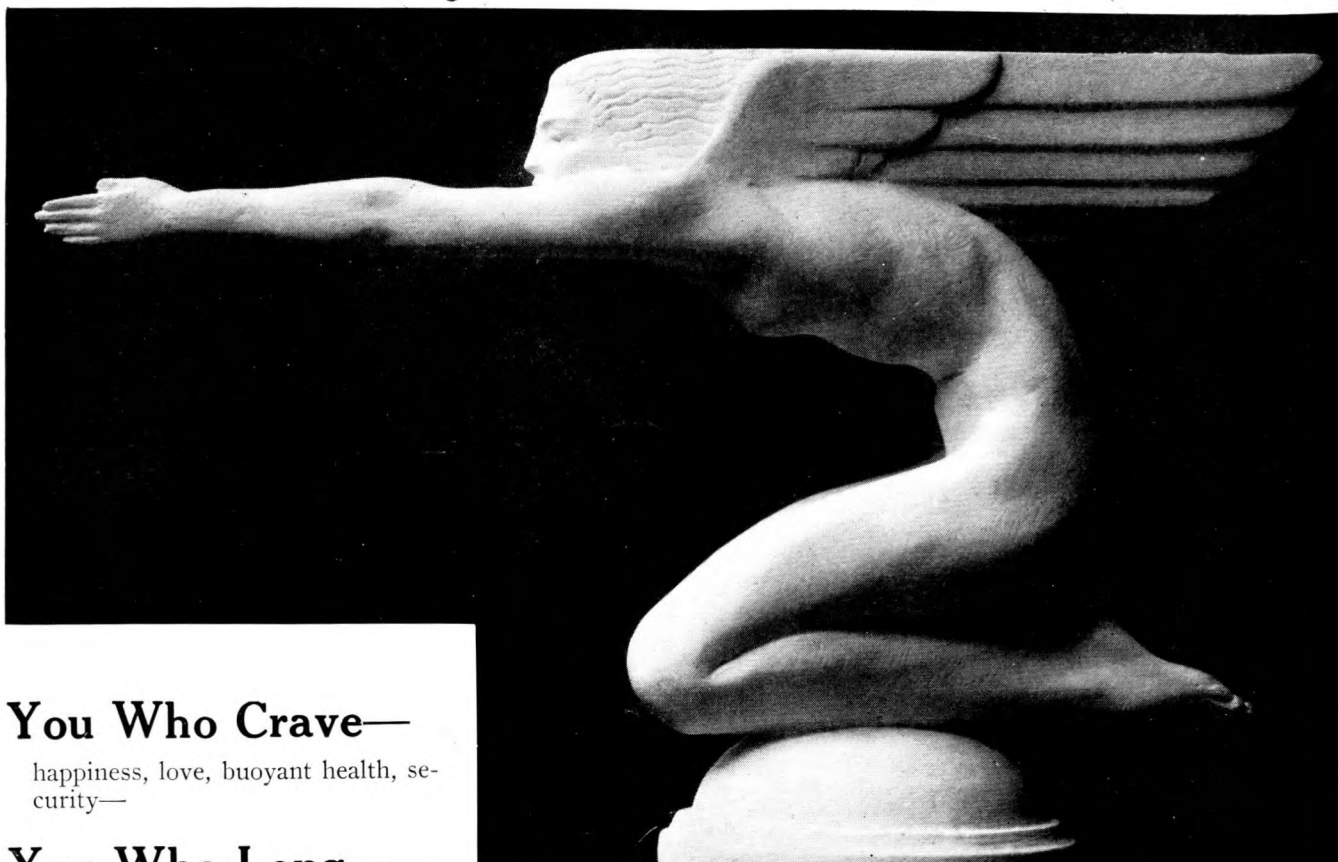
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VOL. XX, NO. 11

SEPTEMBER, 1934

Eldora Field, Managing Editor

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I. W. Ullman, President; Frank Z. Temerson, Vice-President and Advertising Manager; Irene Kenney, Circulation Manager.
 Published monthly by the Inspirational Publications, Inc., Mount Morris, Ill. Executive, Business and Editorial Offices, 1450 Broadway, New York, N. Y.
 Entered as second-class matter at the post office at Mount Morris, Illinois, under the Act of March 3, 1879. Additional entry at New York, N. Y., Post Office.
 Subscription price \$3.00 per year. Canada, \$3.50. Foreign, \$4.00. Subscribers may send remittance by check or express money order or registered letter. Please notify promptly of any change of address, giving old as well as new address. Telephone: PENnsylvania 6-6950.
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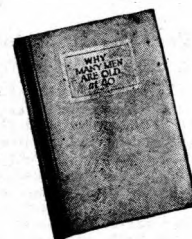
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LETTER V—Nature and Cause of Diseases—The Author's Methods—Hereditary Influences—A Glance at Disease Development—Emotional Causes of Disease—Extrinsic Causes of Disease.
LETTER VI—The Three Mental Attributes—Loss of Balance Between Will, Intellect and Feeling—Examples of This Unbalance in Certain Disorders—Hysteria—Neurasthenia—A Health Guaranty.
LETTER VII—Direct Personal Influence of the Physician—Unction—Persuasion.
LETTER VIII—Education of the Physician—Environment—Self-Mastery—Mental Attitude Toward Sex.
LETTER IX—Inspiration by the Physician—The Stimuli.
LETTER X—Suggestion by the Physician—Hypnotism—Suggestion Without Hypnosis.
LETTER XI—Command by the Physician—The Question of Self-Help—Another Glance at Jesus' Method.
LETTER XII—Psychoanalysis by the Physician—Theories and Methods—Suggestion Produces the Effect—Freud's Dream Theories.
LETTER XIII—Telepathy in the Treatment of Distant Patients—Unrecognized Telepathy—Curative Telepathy—Telepathic Curative Methods.
LETTER XIV—All Cures Are Self Cures.
LETTER XV—Self-Reeducation.

NOTE: There are 27 more letters, but lack of space prohibits listing them. You should not miss any of them.

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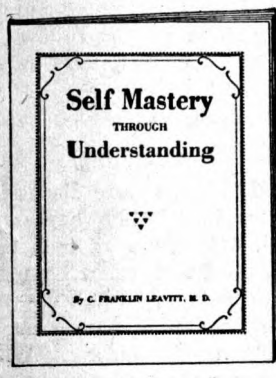
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What a Physician Has to Say

"I was much impressed by the tone and expression of your letter to me, and I have filled out the questions you desire me to answer. Have carefully read the book, *Self Mastery Through Understanding*. I fully enjoyed it, and I am sure I derived help and great benefit from reading your ideas of the subconscious mind, etc.

"For years I have realized 'Fear' was the greatest handicap in my life. I know it has much to do with the mental and the physical conditions in life. What I have learned from you, I am sure will be a great help to me in my declining years of life. Truly, Doctor, I already feel the benefits of your advice. I regret I couldn't have read your book in my early life, but it now is worth 25 TIMES 25 CENTS TO ME. I want my wife and girls to read it.

"Thanks for your cordial and business-like letters. If you are ever in Pittsburgh I would like you to take lunch with me. *You May Use My Letter In Any Way It May Benefit You.*" Fletcher K. White, M.D.

Has Felt Better Ever Since

"I have never read anything in print that so impressed me as your book, *Self Mastery Through Understanding*. I have felt better ever since."

Gerrit Doorn.

Thousands Testify to the Stimulation and
Helpfulness Obtained Through the Reading
of This Book and pronounce it priceless.

THE AUTHOR



C. Franklin Leavitt, M. D.

For twenty-five years Psychological Consultant, teacher, author of several books, and contributor to magazines on the subjects of **RIGHT THINKING** and **LIVING**, Physical Culture, Dietetics, etc.

It Is "Doubt" That Brings the Mental Clouds

WOULDN'T it be worth just a lot to you to KNOW JUST what caused those strange feelings, your limitations, the mental conflicts, your nervousness and the feelings of weakness and depression that you suffer from?

Of course it would. In fact, it would be the beginning of the end of all your troubles—the FIRST STEP toward mental freedom, peace, poise and power. You are constantly experiencing mental conflicts due to the fact that you are not quite SURE about the origin of your trouble and what it may lead to. In drawing on your imagination you picture all sorts of possibilities that depress you still more and bring anguish and torture. You picture "undiscovered conditions" that your physician has not been able to locate. "DOUBTS" bring emotion, mental conflicts and hypersensitive nerves, which puts your mind in "reverse" and you become so introspective that you find yourself "trapped" and actually unable to forget yourself.

Most peculiar and seemingly alarming sensations and thoughts are experienced by you. Thoughts of the possibility of insanity, of invalidism, of your ability to continue at work or what those dependent on you will do later on when you are flat on your back or in a "wheel chair." The mind can conjure up all sorts of thoughts through your drawing on your imagination in a destructive way. The thought of suicide being the only solution is not uncommon, for when hope and faith are dead what is left? People frequently become prisoners in their own homes through these unreasonable fears.

Neurasthenia, Nervous and Mental Breakdowns, Self Consciousness, Worry, Apprehension, Over-seriousness, Oversensitiveness, Overanxiety, Jealousy, and most forms of Nervousness, are directly due to FEAR in the form of LACK OF CONFIDENCE. Check these unreasonable fears and build up FAITH and everything is changed.

But how is this to be done, you ask? First, through gaining a better understanding of yourself, your nature, that wonderful piece of machinery of yours—YOUR MIND AND BODY; through understanding your OWN POWERS and how to use and direct them, and the understanding of the underlying principles of NATURAL LAWS. Development must come through USE, and in no other way, but unless you understand SELF, how are you going to USE your powers constructively and creatively? The VERY SAME POWER is being expressed whether it is used constructively or destructively. It is just a question of control, direction and USE. The condition you are in today has had certain definite states precede it and the weaknesses are normal reactions for the type of life you have lived.

YOU possess the VERY SAME essential powers at birth that we later find expressed in those you envy for their great strength, courage and success. The difference lies in the difference in training, understanding, development, etc., Nature does not say to one child, "You are doomed to live an unhappy life of weakness, poverty and struggles," and to another, "YOU are born to be happy, successful, and a ruler of men." We are all just a little bundle of clay when born, and it is our early training, our associates, our environment that moulds the man or woman that we witness later in life. You may have received a bad start through early training, but this does not mean you are "FATE-DRIVEN" I assure you. Yes, YOU HAVE formed habits, strong habits, habits which tend toward weakness. But all of this CAN BE CHANGED if you just UNDERSTAND YOURSELF and YOUR POWERS. You CAN be the man or woman you wish to be, you CAN live your life constructively and be happy and successful. All this is a GOD-GIVEN inheritance, and it is YOU that is to blame, and not God, Nature, or your past unprofitable experiences.

In This Book You Will Find Just the Information You Have Sought

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The LAST LAUGHS



Not Big Enough!

Nice Old Lady: "I hope you don't sell papers on Sunday."

Newsboy: "No'm—I ain't big enough to carry the Sunday edition."—Exchange.

* * *

Further Consideration!

Poet: "I really think you ought to publish my poem on spring. I'm an old subscriber, you know."

Editor: "Yes, but we also have to consider the feelings of the other old subscribers."

* * *

Ingenuity!

Angus: "The other night I had to go through the woods past the place where that man was murdered. But I walked backwards the whole way."

Sandy: "What was that for?"

Angus: "You poor fish, I did it so I could see if anything was coming up behind me."

* * *

Too Good To Be True!

"The ideal marriage is when a man finds a beautiful girl and a good housewife," says a writer. It sounds more like bigamy.—Passing Show.

* * *

Oh, yeah?

"An Eskimo woman is old at forty," says an explorer. An English woman is not old at forty. In fact, she's not even forty.—The Humorist.

* * *

Provided For!

Negro Preacher: "And remember, bredren, that in dat day there will be weepin', wailin' and gnashin' ob teeth."

Old Lady in the audience: "But say, what about dose who hab no teeth?"

Preacher: "Well, in dat case, teeth will be provided for them."—What Cheer?

* * *

Looks Do Not Deceive!

Jim: "That umbrella of yours looks as though it had seen better days."

George: "Well, it certainly has had its ups and downs."—Fishing Gazette.

Quite Sure

Mistress: "I hope you realize, Mary, that matrimony is a serious matter."

Maid: "Oh yes, ma'am. I've been to two fortune tellers and a clairvoyant, and looked in a sign book, and dreamed on a lock of his hair, and been to a palmist, and they all say it's all right. I ain't one to marry reckless-like, ma'am."—The Forester.

* * *

He Knew!

Chemistry Professor: "Tell me all you know about nitrates."

Student: "Well, night rates are cheaper than day rates."—College Humor.

* * *

Time Limit!

An actor who had been visiting his agent's office for nearly five years, without any encouragement, finally barked: "Listen here, now! Can you book me or not?"

The agent shook his head in the no manner.

"Well, then," said the disgusted fellow, "give me back my name and address!"—New York Times.

* * *

Simple Enough!

She: "What would you do if I were to cry?"

He: "I'd hang out a sign, 'Wet Paint.'"—Exchange.

* * *

Goat in Sheepskin

A Negro was telling his minister that he had "got religion."

"Dat's fine, brotheh; but is you sure you is going to lay aside sin?" asked the minister.

"Yessuh. Ah's done it already."

"An' is you gwine to pay up all yoh debts?"

"Wait a minute, Pahson! You ain't talkin' religion now—you is talkin' bissness!"—The Tatler.

* * *

Not the Perfect Secretary!

Discovering yet another mistake in his letters, the enraged employer summoned his new typist.

"You came here with good testimonials, Miss Brown," he barked, "and do you mean to tell me you don't know the King's English?"

"Of course I know it," she replied indignantly. "He is, isn't he?"

He'd Take The Air!

Warden, to New Prisoner: "If you are skilled in some particular pursuit we shall be glad to let you follow it."

Prisoner: "Thank you, very much. I am an aviator."

* * *

Talk About Bugling

Two colored privates were discussing the relative merits of their buglers.

"Why man, dat bugler of mah regiment am so good dat when he plays 'Pay Day' it sounds xactly lak de symphony orchestra playing 'De Rósary'."

"Hush yo' mouf, nigger. When Snowball Jones wraps his lips round his bugle an' plays de mess call, ah looks down at mah beans an' say: 'Strawberries, behave yo'sef, you're kickin' de whipped cream out o' de dish'."—The Forester.

* * *

Frosh Are That Way

Registrar: "Well, what do you want?"

Freshman: "I wanna vote; I registered here a few weeks ago."—Notre Dame Juggler.

* * *

No String on His Finger

Waiter: "Haven't you forgotten something, sir?"

Professor: "Why, I thought I gave you the customary tip?"

Waiter: "You did, sir, but you forgot to eat."—Exchange.

* * *

Easy

She: "Bob, I wonder why we can't save money!"

He: "Easy, the neighbors are always doing something we can't afford."—The Forester.

* * *

Pass the Smelling Salts

Gushing Young Thing: "It was wonderful of you to drop ten thousand feet in a parachute. Do tell me your sensation."

Bored Aviator: "Oh—er—it was just a kind of sinking feeling."—Boston Evening Transcript.



Slices Off WAISTLINE FAT!

This new and very simple method is freeing thousands of people from surplus Abdominal Fat, and the Constipation, Indigestion, and general Sluggishness that so often go with it.

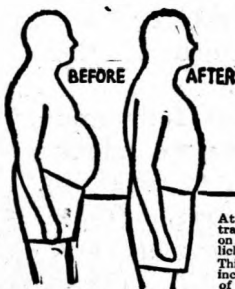


This is an exact tracing of an actual photograph of a 66-year-old man who can now hold his HAT between his PRESENT waistline and his FORMER one! (By request, this outline-tracing is being used publicly—instead of the original photo on file.)

NO WONDER this remarkable new way to pare down waistlines is sweeping the country! No wonder thousands of men, in every State in the Union, have already so eagerly accepted the offer to try it without cost or risk of any kind. Here at last, for the first time, is a simple, logical, easy method for the single and specific purpose of reducing the waistline! NOT for general reduction—but for the *exclusive* use of those with surplus fat and sagging muscles in this vital center of bodily health.

Men tell how they have rid themselves of 2 to 18 inches of unwanted, unsightly "bay-window" fat this new way. They are restoring the youthful physical vigor that returns with normal slenderness even in cases where drugs, cruel diets and exhausting exercise have failed. When cases like the ones shown on this page are being duplicated time after time, is it any wonder so many thousands of men have decided "there must be something in it."

Constipation and Indigestion Go Quickly



This method involves none of the risk of drugs, none of the punishment of starvation diets, or strenuous exercises. In fact, one important part of it is the discovery of

6-1 1/4 Inches Lost
At the left is an accurate outline-tracing of the two original photos on file. By request, we are not publicly reproducing the actual photos. This man's waist measure WAS 44 1/2 inches. NOW it is 38 1/4 inches—a loss of 6 1/4 inches!

a new body-movement, which can be done without exertion or loss of time right at your desk—unnoticed!

There is no ridiculous flailing around with arms and legs, as prescribed in so many other "reducing" treatments. Every step is concentrated on the one point you wish to reduce—your abdomen! You simply get rid of that unwanted "bay-window" inch after inch—without in any way tiring, straining, or under-nourishing any part of your body!

Your Waistline Is Your Lifeline!

This vital region of the body is really your "Zone of Youth"—the true center and the main source of your physical well-being. A pro-lapsed condition, sagging muscles, flabby folds of surplus flesh are signs of oncoming age, the result of having "let oneself go."

But now, this method (as clearly described in "The Culture of the Abdomen") not only brings this vital waistline region back to youthful slenderness but, because of its concentrated effect, it has also banished Constipation, Indigestion, General Sluggishness, Flatulence, and Daytime Drowsiness for thousands who have suffered from these conditions for years.

"The Culture of the Abdomen"

"The Culture of the Abdomen" is the title of the famous book that fully explains this astonishingly safe, easy way to reduce your waistline. Clearly written, right to the point, and completely illustrated with photographs—this book is GUARANTEED to regain for you a slim and strong waist. It has proved it can banish the general physical sluggishness which



waistline fat so often causes, and to restore youthful alertness, exhilaration and poise. It is GUARANTEED to do this for you, just as it has done for so many others, on this very liberal FREE-TRIAL, NO-MONEY-IN-ADVANCE-OFFER:

SEND NO MONEY 5 DAYS' FREE EXAMINATION

Send no money with this coupon. Don't pay any money to the postman. We will send you "The Culture of the Abdomen" at once, on approval. Read and examine the book for 5 days. If for any reason you then decide to return it, simply do so and forget the matter. But if you feel that this remarkable new method will reduce your waistline and end such troubles as Constipation, Indigestion and Gas (as it is doing for so many others) then send us only \$1.95 plus the few cents for postage as payment in full.

If your waistline says, "You're getting fat—soft—flabby—old"—then the time to head off trouble, to fortify yourself against lost health, is NOW.

Get back into the "pink of condition:" youthfully slim and fit. Revitalize your dormant stomach muscles. Build a strong, natural abdominal wall to replace sagging folds of surplus fat. You'll look younger, feel better and, based on irrefutable mortality tables, you'll add years to your life!

THIS is the time to DO something about yourself! Merely mail coupon—without money—now. NELSON DOUBLEDAY, INC., Dept. 999, Garden City, N. Y.

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Name

Address

City State

☐ Indicate here if enclosing \$1.95 WITH coupon, thus saving postage charge. Same 5-day Return Privilege Guarantee applies, of course.

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Confidence (Faith) Goes Before—

An Editorial

ALL THE country knows we are on the up-grade. The whole nation is conscious of an under-current of new life.

While business conditions in certain sections of the country move heavily, as if reluctant to respond to the general trend, in other sections remarkable reports are coming forth.

Taking it as a whole, it looks as if at last, we are well out of the woods and really are turning into the road marked, "Prosperity."

But before we could even set our faces in the direction of this road, we had to quaff with certainty at the heady, blended drink of hope and faith.

FAITH, before all, in the ability of the present administration to effectively put into operation what President Roosevelt referred to in his outline of the New Deal.

That this faith has been established, that its concomitant, active hope—even conviction—is now permeating our national life, even the most confirmed pessimist will scarcely deny.

However, it is not our purpose at this time to expatiate either on the improved situation of the present or the tremendous possibilities of the future. Rather we wish to call attention to the importance of that faith, which, as we have said, preceded and must always precede progress.

Many think of faith only as a religious term. As a matter of fact, it has powerful psychological value.

Faith is basic in life. "Without faith," says the Book "it is impossible—"

What is impossible? Everything.

EVERY act of ours is a venture on faith. After the shades of night rout the last sentinels of day, we retire to slumber, in perfect faith that on the morrow the sun will smile its usual greeting on an awakening world.

We ride to business in train, trolley or subway. Because of our faith in the unknown hand that holds the throttle, we ride unafraid, secure in the confidence that all is well.

We transact business, barter and trade, receive checks, trade acceptances, bank notes. This all pre-supposes the integrity of those with whom we deal. We have faith in men, in the security of organizations, in the stability of government. Otherwise, trade were impossible.

Absent from home, we have faith in the loyalty of those we love, else the hours of industry would be hideous with suspicion. Thus, in myriad ways, is faith daily demonstrated.

Faith turns defeat into victory. Darkness is dissolved in dawn. Winter's cold desolation is borne with fortitude through faith that spring soon will come tripping over the hills and valleys.

When the shadow of another world falls upon those we love our loss is made endurable because we have faith that personality persists and that the span of life is eternal.

Through faith in ourselves, our task and the essential rightness of things, we look beyond the collapse of plans, the defeat of ambitions, the ruin of many dreams—to the day of a later and ultimate achievement.

FAITH turns the seemingly impossible into splendid accomplishment. We know now that no power can defeat the man who unswervingly believes. Such a man is ordained to triumph. He is destined to possess the earth. All of us, when we contact the God within, will share the divine heritage.

Faith is soul health. It *can* cure, if rightly directed, the ailments of body, mind and soul. Through faith in the curative powers within, thousands have, and are, finding surcease from almost all the ills that flesh has admitted itself heir to.

Faith in the divine potencies within brings calm to despairing hearts. The nervous, neurotic, and worry-cursed break through the barrier of the harried consciousness to the peace of that which we variously call the subconscious or the spiritual.

Through faith and knowledge we unlock the gates to rehabilitative forces. (Continued on page 65)





Camping Out

By **KENNETH GROESBECK**

THE moonlight gleams with its silver beams
 On the wet canoe, and the pines are hoary;
 The camp-fire glows, and the night wind blows
 While the droning guide goes on with the story.

The pipes show red, and the hemlock bed
 Is fragrant, back in the tent, and ready;
 The world's best peace, and the soul's surcease
 Is here, where the insect chirp is steady.

To the deep, dim woods, with their hermit hoods,
 Come we of the world, for our heart's confessing,
 And shrive us clean of the moneyed and mean,
 By the dull red glow of the camp-fire's blessing.



Max Baer, Psychologist

"Dreams Don't Come True?—They Do!"

Interview by ELDORA FIELD

"WHO said that dreams don't come true? I say they *do*!"

I heard a man sing that the other day. A man sitting on top of the world.

Buoyantly he sang. He stood in the spotlight on the stage of one of the world's largest theatres. New York.

Every line of his face and figure vibrated with the pure joy of life—of living. Even the waves of his hair brushed only minutes before, refused to stay in placid order and waved in joyous tendrils.

We of the audience looked at that rare rare thing—a completely happy human being.

IT WAS Max Baer, the new heavyweight champion of the world, and the impression—first one—was of a radiant little boy grown up. Personality—worlds of it. Foolishness, clowning. Perfect physical specimen. Shoulders to make any movie star envious. Strength. Power.

Always the audience laughed with him. He held them in the hollow of his hand. They would have cried with him had he been in a mood to call forth that emotion.

But his spirits rose toward the stars. Joyously the audience went with him. "How people love to be happy! How they love to witness happiness. Here they have it," my companion mused.

"Who said that dreams don't come true?" the exultant voice sang on, always with the answering line, "I say they *do*."

"Something there—more than just the joyous, clowning pugilist," I murmured, and a few hours later in his dressing room I was saying to Max Baer, "I've seen you in the ring. I've seen you on the screen. I heard you sing awhile ago. All to the good. But tell me about the Max Baer back of all this—the one whose existence the world, perhaps, doesn't suspect."

He looked up startled. Brown eyes instantly serious, intelligent. Fine mouth straightening. A little boy still, but with guards up. No clowning. "You mean?" he said, and waited.

"You're a good psychologist—I knew that

long ago," I went on. "You've proved it markedly in the ring—and in preparation. Most recently at Asbury Park. Your remarkable intuition which tells you what to do—and when—is said by some experts to have entered strongly into your reaching your present heights. You're a good psychologist, all right!"

"Maybe." A little smile was breaking through but he was still cautious.

"I don't mean," I went on "that you have been, or are now, just putting on a show. You're happy, of course—"

"Completely. Why shouldn't I be? This is what I've dreamed of—"

"Stop, stop," I almost shouted, and Ancil Hoffman, his manager, peeped around a corner door. "Then when you sing that bit about dreams coming true, you're not just singing a song. You really—"

"A long, long time ago, I dreamed of being in this spot," he mused aloud. "*Being somebody*, having everything, going places doing things—"

"Being a champion!"

"No!" he answered. "I don't think I've ever told any one about this—well because, I suppose—because no one asked me anything that brought it to mind." He smiled. No trace of cocksureness, braggadocio, exultance. Max Baer was reminiscing. His voice was a bit wistful as he went on.

"IT WAS a long time ago when I was just a little kid that this desire, this feeling of wanting to reach some height, some big place, came to me."

"Ambition—" I supplied.

"No, it wasn't that exactly," he said slowly. "Maybe it wasn't quite that active an emotion. It was something like—should I call it premonition? Anyway, I began to know then that I was going to be standing some place—"

"On the top of the world," I said.

"That's one way of putting it," he smiled. "This feeling was in no way connected with fighting, of course. At that time I wouldn't have known what a champion was and—"

Here he paused because he knew he was going to surprise me.

"Because when I was a kid growing up—all through those years—I was an absolute coward."

"I can't believe it!" I almost gasped.

"Fact," he insisted, and I imagined an uneasy rustling somewhere in the background.

"I NOT only didn't want to fight—I ran to keep out of the way of a fight. Fact. Some of the boys knew this and many's the time I've run all the way home, chased by kids who knew I was afraid. Why—"

He laughed heartily now. A joyous little boy was telling the story.

"One of the kids, a fellow named Sammie was especially fond of chasing me and he certainly had me buffaloed. I remember once I got hold of a nickel and tried to bribe Sammie. I motioned to him as we came out of the cloak room.

"Sammie," said I, 'Wouldn't you like to have this and go buy some candy?' Of course I figured that while he was buying the candy, I would hot-foot it home. I don't remember that Sammie heroically rose above temptation and refused the bribe, but I *do* remember that he kept right on delightedly chasing me night after night. Directly after the fight with Carnera, the man who was once Sammie sent me a telegram of congratulation. 'The real reason I've done this and got in top condition,' I wired back to him, 'is so I can come out some time and pay you back for the chasings you used to give me'."

"Well it's surely hard to believe *you* ever were afraid of anybody," I demurred. "By the way, you had brothers and sisters, didn't you?"

"One brother—younger. The one that travels with me—and two sisters. We were a happy family—"

"But he had to work hard—always," someone who came in remarked.

"Well, yes—sure, that." And unconsciously Baer looked down at the muscles that swelled under the silk of his dressing gown, "Worked hard—"

"YOU were strong. There was no physical reason for you to be afraid at any time.



Max Baer

What happened? Something must have changed you. What?" I asked.

"Something *did* happen. Something that changed my whole outlook. Something that was indirectly responsible—" He paused and gave a comprehensive wave of his hand around the room "responsible for all this."

"I was a big lumbering kid. Didn't run around. Stayed home almost every night. But one night I *did* go to a High School dance out in the country. It's interesting to think about! If I hadn't gone to that particular dance, would I be here?"

"Anyway, the fellows got into a fight—a free for all.

"As usual I had no desire to fight—and remember that up to that time I never *had* had.

"A big hulk there must have spotted my feelings about it for he devoted special and violent attention to me alone. In fact, he beat me up—good. His blows had hard sting and hurt in them. Suddenly I was

backed against a wall. We were taking off our coats.

"In a lightning flash I knew that I was where I had never been before—in a spot where nothing could save me. I *had* to fight.

"It's a peculiar feeling—the realization that there's only *one* thing you can do.

"I did it. I jumped right into him although he looked like the biggest thing in the world. Talk about mountains—man mountains! Why Carnera looks like an infant to what *that* fellow looked like to me at that instant.

"But I was fighting. Ripping, striking, hurling my fists into what seconds before, had hurt and struck at me. He went down like lead—my first knockout.

A NEW POWER

"I TURNED away—but something had happened inside. It was as if a veil had been torn away! I was conscious of power—great power. I knew what it felt like to be a victor—to have achieved because I had *more* than the other fellow.

"I went home. My father had heard of the fight. He was pretty strict and considered the whole thing disgraceful. For weeks I wasn't again allowed out at night. But I didn't brood. I was happy. I knew something I hadn't known before! Something that began giving point to the old dreams—"

"Dreams?" I asked. "The old dreams of doing something big, different?"

"Yes—that," Max answered, "I began to think for the first time of something that I could aim at. Somehow I got hold of an old punching bag and hour after hour I was practicing.

"My father laughed at me." Max paused and his eyes danced. "Now, father's the happiest man in the world, but in those days he couldn't see it. However, from that time on my whole soul was bent on being a fighter—a good one.

"Four months after the High School dance, and my first fight, I had my first professional fight—and a knockout. It was with one of Tim McGrath's boys and the knockout came in the second round.

"From that time on, I never changed my goal. I have lots of imagination and time and time again when I was standing gazing at a champion—"

"As they gaze at *you* now!" I interrupted.

KNEW HE'D BE CHAMPION

"AS I stood by and gazed at them I could imagine exactly how they felt—how it

would feel to be in their shoes, having everything, going places, automobiles—" He paused, "I've three automobiles now," he smiled. The happy little boy again.

"Did you *really* believe you'd be the champion of the world? Did you dare to imagine—"

"I *knew* I'd be."

"That's right. That fellow never doubted a minute," Ancil Hoffman broke in. "I believed it myself. I had a conviction. But Max *knew*. All along through the training he *knew*. I never saw anything like it."

"Do you know, Max," I exclaimed, "this is a good illustration of applied psychology? Now what you really did, long before your muscles, your physical self was in shape—you convinced your subconscious mind. You mentally built up—"

"Did I do all that?" Max laughed and the jovial, clowning self came through again. "Well, maybe, but I got my start at that High School dance."

"He's a 'natural'—always has been," someone who stood by broke in—afraid that I was going to give a "high brow" interpretation of Max's prowess.

DREAM CAME TRUE AT LAST

"AND when you start to fight, you look and act like a 'killer,'" I remarked. Max frowned. No bloodthirsty glorying here. No anxiety to impress.

"Well anyway, just before the fight with Carnera—"

"Long before, and *just* before I knew I would be champion. As I lay on the table waiting for the call to the ring, my trainers, attendants—they were more or less nervous, anxious. I *couldn't* be. I knew what the outcome would be."

"You knew that dreams *do* come true," I said again.

But the happy little boy, repressed long enough by the confines of an interview, looked out plaintively at me through Max Baer's polite smile and I rose to go.

As I went down the stairs and turned toward the outside world, there floated to me the strains of a song—the happy tones of a champion's voice.

"Lucky fellow, riding high," it boomed above the noise of the street and I knew Max was again exultant, joyous, clowning. "Riding high, and sitting on top of the world," I mused.

Fragments of Life

***"The time has come," the Walrus said,
"To talk of many things:
Of shoes and ships and sealing wax,
Of cabbages and kings—"***

THOUGHTS

SUBTLE thoughts
Like sunsets—
Too exquisite, too rare
To paint:

Yet like the soft
Mellow tones
Make one in tune
And content!

Reggy Page.

FIRST OF ALL

THE guest room was converted into a study. I moved in—desk, typewriter, books, beloved manuscripts. Now I could shut myself away with my work!

And then—the children talking in whispers! Said one: "Mother's idea of a study is alright—but it just means shutting her away from us!"

My joy vanished! The new study room became strangely lonely and quiet. The stories I wrote were sadly lacking and everything seemed wrong. Then I moved my desk back into the living room! Now I actually write better. I may include a Mother Goose rhyme now and then or a bit of fourth grade geography—but I'm happy! First of all I am a mother!

Orlena M. Pinkston.

"GET ALL YOU CAN!"

I SAT in a deep reverie. Suddenly voices riveted my attention. "Life's just a farce—a joke!" said one. Another replied: "Yeah! When you die, you're dead a long time. Moral: get all you can out of life."

"Get all you can out of life!" Yes! *But—exercise great care in the getting!* Synthetic pleasures, scintillating as they may seem for a time, soften one's moral fibres, leave him a prey to evil influences and often lead to a tragic, ignoble end.

To extract the *essence of life*, one must know in his own heart:

That each dawn brings new hope. Life's

responsibilities are his, but Infinite Love vibrates within, giving strength and courage to overcome.

That cheerfulness, patience, truthfulness and honesty are the outward manifestations of the God-power within.

That recognizing happiness as a state of mind conditioned by an unwavering belief in divine law, he can never be relegated to that class of pleasure-seekers who know only "to seize on life's dull joys from a strange fear lest losing them, all is lost."

That he can never consort with loneliness while music reverberates through his soul; while he has understanding to grasp life's finer, deeper meanings; and vision to perceive the wonders and beauties of nature as emanations from a divine mind.

That though there be shadows of disappointment, grief, hurt, betrayal—even death—, life's sun is still shining, *for without light there could be no shadows!*

Seeger Alan.

THE ROAD TO HAPPINESS

THE road to daily happiness
Is not so hard to find;
You walk ahead serenely
And leave your cares behind.

The road to daily happiness
Is not so hard to find;
It's what you do for others
That brings true peace to mind.
Grenville Kleiser.

SEEING AND UNSEEING EYES!

"NEW YORK is the saddest and most exhausting city in the world . . . no birds on the roofs, no dogs in the street, no cats in the doorways, no flowers in the windows, no smiles on the faces of the inhabitants. . . . Women pass by who are beautiful, accompanied by men young and handsome, but the Latin anxiety to please at any cost does not exist."

So has said Jacques Deval. What part of New York could (Continued on page 65)

What Is Love?

Is It Independent of Sex?



thus is re-fashioned to become a "congenial spirit," a "soul mate" or alter ego—then there is love.

And if by good fortune a second can simultaneously do the same creative work upon the first, then mutual love is born, no matter what may be the sex of the persons concerned. If this process of projection is a necessary part of love, new light is thrown on the old problem as to similar or different persons making the best mates.

The love relationship is likely to be more stable if the couple are not too similar and not too different. If they are too much alike, there is not enough scope for projection, and any slight alteration in one may bring the affair to a sudden end; if they are too different, the difficult task of projecting

IS LOVE independent of sex?

"Love is essentially an affair of the ego," the great continental psychoanalyst, Rank, has asserted.

"It is a consequence of a developed feeling of separateness, loneliness, selfhood apart from other selves. It is an inevitable attempt to get relief by unburdening the ego, by escaping from exclusive self-love." Rank regards love as a means by which the mass of mankind can keep well.

When a human person has the power to project part of the ego on to another, who



A new love affair marks a new phase of ego-development

enough may prove too hard and produce too many conflicts and irritations which separate the lovers.

Human love is more than sex, although, the biological difference between the sexes being what it is, it is obvious that a love which only satisfies the psychical and ethical needs involves a perpetual strain. But this strain is less than the strain suffered by the auto-erotic person, who has either too much hate or fear ever again to risk being hurt by a love object as once by mother.

The person who is able to take this risk of loving another makes a compromise between the tendency to regain the primal feeling of unity with mother and the tendency to project an image of the self. The more creative, active type of lover tends more to take the object into the self; the more passive type is satisfied rather to lose the self in the object. When one loves, one gets rid of part of the self (whether this be a burdensome impulse or inhibition) and yet keeps it, at a distance, by having the loved object there.

Hence a new love affair marks a new phase of ego-development. Calf love and the idealistic, worshipful devotion of adoles-

by

CAVENDISH MOXON, M.A.

cence mark the new growth of the self and its attempt to get free from the childish identification with parents.

The most stable marriage generally implies less likeness than these adolescent loves and more complementary differences, which allow each ego to project part of itself on the other, who then becomes an ego-assistant or help-mate to the one. If neither ego develops after the marriage, or if both egos develop together, the union is likely to be one of life-long love.

Otherwise, the ego that develops will inevitably seek another ego from which to get relief, since the first help-mate *has now become a hindrance to personal development*. But in such a case even the desire to get free inevitably rouses guilt feeling. This in its turn often produces seriously crippling physical (Continued on page 62)

Even the desire to seek another ego usually rouses guilt feeling



Who Wants War?

A Mother Asks America

by DR. ELLAINE ELMORE

THE author of this article, Dr. Ellaine Elmore, formerly of the University of Paris, now a well known lecturer of both the radio and platform, asks the mothers of America some pertinent questions.

Are the mothers who have given life to sons willing that those sons shall march forth to the defense of their country—counting death itself but an incident in this defense?

Dr. Elmore invites those who have opinions to write into PSYCHOLOGY. The best of these replies will be published. So whether you are an ardent pacifist, or feel that war is a necessary, if not a glorious part of a nation's life, we shall be glad to have you answer Dr. Elmore.

WAR or Peace? Mothers, which?

For some time, it has been in my mind to write to the mothers of America on the subject which just now is engrossing the attention of the thoughtful,—the subject of war.

Perhaps some people in the world desire war, and some may not yet have arrived at a decision or voiced their wishes. But it is safe to conclude that no mother who gives sincere consideration to the question would be willing to cast her vote for a repetition of the years 1914-1918.

Could you have seen, as I have, summer after summer, the boat-trains arriving in Paris, with their burden of war mothers—could you have followed these mothers in their tours of the battlefields, that they might for the last time feel a physical closeness to the son, loved and lost and for what results?—you, too, would feel that never again would the women of the world sit by, and let such carnage prevail.

Out over this great land, I greet my audience of universal motherhood; young mothers, with infant sons in their arms; young mothers with boys and girls romping through their school days; mothers with sons just entering into manhood; mothers with sons just in the prime of their young lives; and mothers—the potential mothers—whose sons are yet to come.

Being a mother myself, I know how your hopes and aspirations, your purposes and your

plans center in your sons and daughters, whether they are today babies in your arms, or whether they have taken their own places in the work-a-day affairs of their own world.

And so in this talk with you,—this face-to-face talk, if you will, I want you to answer this question. Answer the question, as you read, and write me, if you will, and answer this question. *Do you want your son to go into war?* Do you feel that whether he should survive the perils of warfare or not, you would be willing to see him a legalized contender against his brother? Perhaps a legalized murderer of his brother? Answer me, mothers, do you want *your boys* to fight?

War is not the impersonal thing we have formerly thought. War becomes a vital question to every family; for there are few families who are not touched by its ravages, whether in the immediate family circle, or among those more distantly removed.

Perhaps you are not even willing to see your friend's son marching away to be mangled on the battlefield, or to be returned home, a hopeless invalid. What good does war do, anyhow? What does war accomplish? Who reaps the advantages and the profits of war? At the close of the World War, the Krupps collected from Vickers-Armstrong, the great British arms concern, a royalty of twenty-five cents on every Krupp-patent grenade-fuse made by Vickers, all of which had been used by British troops to kill German soldiers.

Is there a mother who reads these words who believes that war is a good thing? That it represents anything, other than a world-wide munitions racket? I want to ask you to read a new book, recently published by the Harper Company. This book is called "Iron, Blood and Profits," and is written by George Seldes, who was formerly, and is now a war correspondent.

"Iron, Blood and Profits" will convince you that for fifty years the *world's greatest racket, which has cost fifty million lives, has been operated by a handful of powerful men, who manufacture the munitions of war.*

It was in 1918 that George Seldes heard why the Allied War Service had been forbidden to bombard the Lorraine iron and steel



*"Enemies you say? Yet two
mothers' heart strings
reached there"*

mines and smelters. *Lorraine* is one of the Provinces in France, and these mines and smelters were owned by a combination of French and German munition-makers. Seldes says that military experts agree that had this district, specifically the Basin of Briey, been bombarded the war would have been over in 1916 or 1917, and not a single American life would have been lost.

Mr. Seldes learned that the Krupps, the Thyssens, the French dynamite-makers, the German barbed-wire makers, the British food exporters, *all—all*—did business with the enemy during the war, and reaped the enormous profits of dealing with the enemy. For years, Mr. Seldes has been collecting data, and in this book he has brought out facts which were too startling for the League of Nations to publish in its own report of 1929. The League report makes the statement that the British, the French, the German, Austrian and American armament manufacturers were

the instigators, and the profiteers of war. *This book is documented from official sources.*

And so to our question, as to "Who wants war?" we can safely conclude that anyone who maintains the conditions which lead to war may be fairly judged to want war. During the recent visit of Commissioner Litvinoff of Russia to President Roosevelt in Washington, President Roosevelt said: "Only eight per cent of the people of the world want war." In certain countries, this eight per cent represents the people in power, it is true, *but what will the other ninety-two per cent do about it?*

Mothers, and fathers, I want you to consider for a moment, that the *only big business* in the world, which bases its existence on patriotism, is the one big business which lives by bloodshed. The armament makers may raise their national flags over their endeavors, but they have never hesitated, for a suitable profit, to sell their (Continued on page 63)

News Flashes

Odd, Scientific and Otherwise

by J. BRUCE EDDINGTON

IN 1870 a little immigrant girl from Russia brought over a small bag when she came to America with her family. That bag contained a mere handful of flinty Russian wheat, hardened to the intense cold of Russia's arid steppes.

The little girl planted her treasured wheat when she reached her new home. And it germinated, grew and was harvested. From that one little crop originated the vast American acreage of winter wheat!

From what a small beginning great things come! And as we read day after day of great discoveries in the scientific world we marvel at the stupendous power of *small thought seeds* planted in the laboratory of perseverance, and resulting in a wonderful fruition of service to humanity.



THE secret of the tone of prized violins, such as Stradivarius, Amati, and others, has been discovered.

Through X-ray studies, two physicists, Dr. K. Lark-Horovitz and W. L. Caldwell, of Purdue University at Lafayette, Indiana, have found that careful selection of wood is more important than treatment and varnish.

The results of these researches have been published by the British scientific journal, *Nature*.

Science has found a way to conquer fog!

This should sound interesting to London residents! Or, perhaps, as "ole Brer Rabbit" preferred his "briar patch," they would not know what to do without their fog!

Anyway,—in a recent experiment at the Round Hill Research Station in South Dartmouth, Massachusetts, scientists from the Massachusetts Institute of Technology tried out a secret liquid chemical which *within three minutes* had actually dispelled the heavy fog enveloping the near-by area. And buildings 2000 feet away were clearly revealed against the background of fog which mantled the surrounding territory.

The chemical employed condenses water vapor in the air so that it falls to the ground like raindrops. If this chemical proves to be all that is claimed for it, fog will cease to be a

deadly menace to aviators and mariners equipped with this new discovery.



EINSTEIN'S theory of relativity still holds the field—but not without strong attack.

From Paris, Professor Emanuel Carvallo pronounces Einstein's theory false, on the basis of experiments made by Dr. Ernest Esclangon, director of the Paris Observatory.

These two scientists endorse the findings of Dr. Dayton C. Miller of Cleveland, Ohio, who is endeavoring to prove that the ether, now regarded solely as fiction, is a reality. And that just as deep-sea fish are apparently unaware of the water in which they live and swim, so we are unconscious of the ether. We cannot touch, see, smell, hear or taste it. But if these staunch adherents of the ether theory can prove their contention, the whole structure of relativity may be discounted.

As the question now stands, French scientists at the Paris Observatory believe they have confirmed Dr. Miller's findings, while others, both here and abroad, attribute the results obtained by him as due to personal and instrumental errors.



ITALY and Great Britain are testing new submarine escape devices which if feasible will remove from the mind the fear of submarine horrors.

Russia is experimenting on many unique methods of travel. The latest is the amphibian train! A single overhead rail is straddled by air-propelled cars having two cigar-shaped hulls. It is estimated that they could attain an average speed of 180 miles an hour. The Diesel-electric driven cars would carry forty passengers each. When water is reached the cars would leave the overhead rail and, being equipped with floats, could cross as boats!

Dr. Frank N. Chapman, curator of the American Museum of Natural History, who recently celebrated his 70th birthday, has one consuming interest—birds!

This great bird specialist joined the Museum staff in 1887 (*Continued on page 52*)

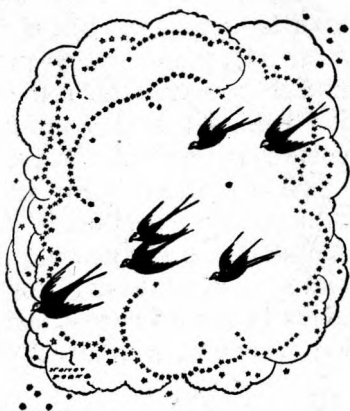
"Voice of Experience"

—in Monthly Council

With One of the Editors

SEPTEMBER! School bells will soon be ringing. Calling the kiddies back to their studies. And the youngsters will consign to the wastebasket of oblivion all the old worries and problems of the past school year.

No one ever heard of a normal child peering behind the silent portal of the past to resurrect and miserly examine a hoard of regrets, sorrows, old griefs and failures! Youngsters are too whole-heartedly absorbed in today! Yet all the time they are advancing from grade to grade, ever climbing higher, away from the problems of yesterday.



And that is the way we adults should climb higher in the school of life!

Like wheat fields spread out in a panorama of liquid gold, so life's field lies before us with the rich gold of happiness and service to others. But in order to reap the harvest we must live in today. Forget the past. It has done its work for us if we can sanely analyze it, extract the lessons of its experiences, and carry with us only its wisdom and happiness. And then go forward with that plunging faith, that abounding exhilaration which insure success.

AN anonymous writer gives us some helpful suggestions along this line, in these words:

"When the birds are flying over and the fowler lies in wait for them, if they fly low, at every discharge of the fowler's gun, some fall, some are wounded, and some, swerving sideways, plunge into the thicket and hide themselves. But you will find that immediately after the first discharge of the gun the flock rise and fly higher. And at the next discharge they rise and fly still higher. And not many times has the plunging shot thinned their number before they take so high a level that no longer the fowler aims at them, be-

cause they are above the reach of the shot. When troubles come upon you, fly higher; and if they strike you, fly still higher. And by-and-by you will rise so high in your inner life that these troubles shall not be able to touch you. So long as the shot strikes you rise higher."

OUR first letter is from a girl who writes: "There is a man I want—I want to marry. I know how I could get him—of that I am positive.

"To do so, however, would be to make him think I am everything I am not. It would be to play a part. But I could do it.

"He is interested in some one else but I easily could take him away from her—for I thoroughly understand him and can see the kind of 'campaign' that would win him.

"As I said, I would have to play a part—just as much as any actress on the stage. I am a typical, successful business girl and sports loving, with no particle of domesticity in my make-up.

"Now this man loves—adores, really—a home and children. I came upon this knowledge in an accidental way through meeting his mother and having a visit with her. I have the inside 'dope' on him—I know the man's real nature which no one could guess without the knowledge I have.

"Now—shall I use this? Vividly can I picture just how I would begin 'working' on him. I could be the home-loving girl, desiring domesticity, children, etc., and condemned to a business life through circumstances.

"Sometimes, to tell the truth, since I've met him, I almost could be satisfied with even this—with him. But the fact remains: I am everything he would not want. Shall I make him think I am the opposite—and win him?"

* * *

As I finished reading this letter and turned to the "Voice of Experience," he said with decided emphasis:

"A large majority of modern marriages go on the rocks because the contracting parties hold just such a selfish attitude as the writer of this letter evidences.

"And it definitely proves my contention that we need stringent laws to make marriage more

difficult, and courses in which young people may be taught the serious responsibilities of marriage."

"This girl says she *'wants'* this man, much as she would express a desire for a pretty dress, or a vacation!" I said.

"Yes. She, like numberless other men and women, has not matured emotionally. And, in addition, she is a decided romanticist. Note how she has studied out all the tactics of winning a so-called 'love' match. She knows all the ins and outs, just as an actress preparing for her role.

"But—turning to the latter part of her letter—I find one redeeming feature in this sentence:

"Sometimes, to tell the truth, since I've met him, I almost could be satisfied with even this—with him."

"Yes, I particularly noticed that, too." I replied.

"IT IS this better side of her nature, revealed in that sentence, to which I appeal, with the hope that she can successfully change her present extremely selfish attitude toward life, to a Golden Rule pattern that will insure her real happiness. I wish to say to this young woman:

"There are two ways to live in this world. One is the way of ignorance, muddling, and personal irresponsibility. The second is the way of knowledge and reason; of *planned living and personal responsibility* for what happens to you and to others through you.

"Let's do a little critical analyzing. Why do you want to marry this man? *Just to get married?* Have you thought seriously about what marriage implies? If you consider it merely a venture in which you can do all the taking and no giving, you are founding a home upon flimsy supports which cannot withstand the inevitable strains of daily intimate contact. Marriage is not just the haphazard selection of a physical mate for selfish reasons. It is not merely the act of two people setting

themselves apart to live together under the same roof.

"Marriage is a business, an art, and a science. Its success depends upon unselfish, intelligent cooperation on the part of the participants.

"Do you realize that if, through false pretenses, you succeed in marrying this man, *then fail to measure up after marriage*, you will gain nothing but his revulsion? You say he deeply loves a home and children. Do you think you have the *right* to deny him these, just to satisfy your own selfish desires of merely attaching to yourself a husband? What could such a future hold for you but the injury of two lives and handicap to any little ones that might result from this union?

"If, on the other hand (granting that this man is merely interested in the other girl as a friend), you search deep into your heart and find that your better self has merely been hiding behind a selfish mask and now longs to come forth and give value received, you have much to look forward to. Provided you fully realize that marriage is a partnership which should be based upon mutual physical, mental and spiritual interests. And upon love which gives to the uttermost, asking only a reciprocal response in return!"

HAVING disposed of our first problem, I next presented an entirely different type, from Mary L. B., who says:

"Dear 'Voice of Experience':

"Some folks would say I am a fool to give any thought to a question of this kind but I want to do the right thing—the thing that in the long run will work out right.

"Four months ago I came into a business office where I have made wonderful strides. I have had two raises and the boss assures me (and believe me, he is a 'hard boiled' business executive and without sentiment) that he is more pleased with my work than with that of any one who has held this position.

"Now here is what (Continued on page 61)

"I did not fully realize—"

I did not fully realize
What privilege to walk,
Until I saw a lame man limp
With sunshine in his talk.

I did not fully realize
What privilege to hear,
Until a deaf man spoke to me
In words of faith and cheer.

I did not fully realize
What privilege to see,
Until a blind man groped along
And seemed to smile at me.

—Grenville Kleiser.

"Observations"

by FAITH LEWIS

ONE night I sped down a moon-drenched highway. Meeting car after car, I noted but vaguely their passing. And then on a night black with Stygian darkness I sensed the infinitesimal contact with kindred or *unkindred* souls. Mentally I registered their reactions when I dimmed my lights on an inky black road. Those who thoughtfully responded by dimming their lights, left a warm glow within me.

Let's cooperate *on the highway of life* that others may see clearly. We may be racing through the night out of depression toward a sunlit horizon, while many are still groping through an inky blackness. We can kindle a warm glow in their hearts by giving them thoughtful cooperation.

THE subway train was hot and stuffy. Every face reflected irritation, weariness.

And suddenly into this atmosphere came a radiant influence. A youngster with starry eyes. In his hand he tenderly gripped a book. Gay pictures illustrated its pages. Absorbed in the story, his lips slowly spelled out the words. Infectious little smiles spread from ear to ear. Frequently a sort of chuckle escaped him. And a slap on his knee accented his keen enjoyment. Utterly oblivious to his surroundings he was in a veritable fairyland.

And every passenger was swept along with him! Faces beamed, irritation vanished. Something divine had entered every soul on that subway train. If we could only follow childish feet we'd find a glorious world. No past, no future to worry over. Just the glorious *eternal now!*

"**WHEN** *Irish Eyes Are Smiling!*" That's what we call him," said my friend as she indicated a genial-faced individual with laughing Irish blue eyes. "He's the assistant manager of this big metropolitan hotel. It is really a miraculous atmosphere that he creates! Only once in a rare blue moon does that spontaneous smile vanish. And when it does—well, it's like the sunshine has disap-

peared and been replaced by a heavy, impenetrable fog!

"The others around the office don't seem to affect us so. But he and 'Tommy'—one of the elevator operators with a smile that fairly crinkles up the corners of his (also) Irish eyes—are normally lending such cheer to the atmosphere that any change in their mood is *markedly* noticeable."

Your influence is being registered on other lives, also. You, no matter where nor who you are, nor in what walk of life, are beautifying or darkening the hours for some one. You may not be aware of it but your influence is going out into the world to make impressions good or bad, just the same as fragrant or foul odors borne on the night breezes, penetrate the atmosphere.

A DAKOTA friend tells me this incident. Back "when the world was young"—before the days of good roads—he approached a deep creek swollen from a recent rain. Stranded in mid-stream was a heavily loaded wagon to which were hitched two small mules.

Another freighter came along with a span of large horses. He detached them from his own wagon and soon had them in front of the mules. Here some interesting *mule psychology* was observed. Before the horses' tugs had been tightened, the mules—sensing that help was near—were so encouraged that when the drivers gave command to their respective teams to advance, *the mules acted ahead of the horses!* Those little mules actually pulled the wagon to the opposite bank without any aid from the horses! In fact the horses' tugs had never even been tightened! With difficulty the drivers kept the horses out of the way of the surging mules.

This mule psychology can be applied to human beings! Often a bit of encouragement will so strengthen those immersed in seemingly overwhelming burdens that they will go ahead on their own momentum!

THE mystic glory of a rose-gold sunset flooded Manhattan as (*Continued on page 54*).

"Missing Persons"

Where Do They Go?

Interview with CAPT. J. H. AYERS

"WITHOUT exception, the most interesting case of my career!"

Captain John H. Ayers, recently retired head of the "Missing Persons' Bureau" of the New York City Police Department, spoke emphatically the other afternoon.

He was referring to the mysterious disappearance of Agnes C. Tufverson, the brilliant woman lawyer, whose ambition and tireless energy led her up the long ladder of success, only to be whisked away, God knows where, by a crafty adventurer.

"The most interesting case of my career!"

Those words mean a lot, coming from Captain Ayers. From 1918 until his retirement on June 30, at the age of 67, this genial man held the reins in the "Missing Persons' Bureau."

During those sixteen years he handled over 300,000 disappearance cases, actually solving more than ninety-eight per cent of them.

The international intrigues of E. Phillips Oppenheim and similar writers are weak concoctions when it comes to a real-life story like the Tufverson case, the Captain insists.

"IDIDN'T want to leave my post until the mystery had been solved," Captain Ayres said. "The case held me so that I gave up the vacation due me just before my retirement to devote my final effort to its solution."

"What was it," I asked the Captain, "that made this case so all-absorbing to you? There's mystery, glamor, intrigue, ruthlessness connected with it. But you're a man of the world in things like this. What held you so?"

"Well," came the Captain's response, "the fact that it involved a brilliant woman of mature years. She was no giddy youngster to lose her head at the first advance of a charming foreigner. Agnes Tufverson was a woman of keen intellect, able to appraise an individual or situation in almost a moment's notice.

"Secondly, her work as a practicing law-

yer constantly sharpened her intellect and reinforced her ability to size up situations without delay.

"Thirdly, as a lawyer accustomed to taking an analytical view of matters wouldn't she be even more alert and analytical about something that involved her future happiness? You'd think so.

"NOTWITHSTANDING all this, she gave herself to that foreign scalawag without, to our knowledge, ever investigating his background, his character or business standing. Swept off her feet by a romantic adventurer, ten years her junior. All her intellect—all her training in the use of it—availed her nothing at this crucial moment in her career.

"And she was not driven into the relationship because of desperation. Lack of opportunity did not drive her to him as a last port in a storm. She had withstood the advances of charming and able men of unquestionable character. Too, she didn't accept Poderjay at first as wholly in earnest. She was skeptical of him, but he finally succeeded in convincing her of his love.

"As her husband, Poderjay had reserved passages on the S. S. Hamburg for a honeymoon abroad. Going to the boat on that fateful afternoon, she learned that they were not to sail. What excuse Poderjay made to her no one knows.

"A few days later Poderjay sailed alone with a room full of baggage—one piece being a big, black trunk—if only that trunk could be found!" the Captain ended.

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"What is the first thing you try to find out in one of these disappearance cases?" I asked Captain Ayres.

"Of course, there is a routine method for eliminating the most probable guesses," he told me. "Police reports of bodies found and persons injured within the period since the disappearance are carefully scrutinized.

"IF THE missing person is not found among the casualties the record of arrests is



A woman's disappearance is usually traced to emotional disturbances which mount to desperation

reviewed. If he's not taking a vacation in jail, we prick up our ears and set the bloodhounds of the department—the four-star detectives—on his trail.

"The steps taken depend largely upon a study of the missing one, his immediate family, and general environmental conditions. And here's where psychology comes into play.

"We attempt to re-create a life picture of the individual, his habits and personality, the circumstances under which the disappearance occurred, and the probable motive for it.

"It is most important for us to discover the motive, and frequently this is the most difficult thing to do.

"People resent your prying into their domestic affairs. A woman whose husband suddenly is lost, strayed, or stolen, will profess to the most amicable and satisfying conjugal relations between them.

"Men leave home for a variety of reasons—business difficulties, domestic friction, fear of mental break-down—these are but a few of the more common causes.

"Women are actuated by similar motives, with one exception—they are seldom moved by business difficulties. Usually, a woman's disappearance is traced to some emotional

disturbance. She may become fed up with married life—maybe tired of drudging from morning to night. Lured away by dreams of ease and luxury.

"Sometimes there is no motive apparent and we are at a loss until, by some accident perhaps, we discover a skeleton in the family closet. This was what happened in the disappearance, in 1928, of Merton Loring, a brilliant young senior at a large Eastern college.

"Loring came from a wealthy family. A bright future awaited him, when suddenly he disappeared, leaving his beautiful fiancée to grieve for him. For weeks we didn't find a clue. There was no apparent motive. Then, quite accidentally, his sister revealed something that gave us a possible reason for his disappearance. He had discovered that his father was afflicted with a disease that might be transmitted to offspring. Because of this, Loring had been warned against marriage.

"It was reasoned, he probably committed suicide and it was soon found that one John Morley, answering to Loring's description, had sailed for a gulf port. He had not debarked, and per- (Continued on page 54)

by GRACE M. KEEFFE

In the Psychologist's Office

An Editorial Round-Table

with **DR. JACOB LIST**

Editor: "Dr. List, someone who suffers from hay fever each summer is interested in knowing what you think about it."

Dr. L.: "About his suffering or the hay fever?"

Editor: "He wants to know if you feel that psychology has any place in the treatment of the disease?"

Dr. L.: "One's thinking is *always* an important element to be considered, but in few diseases is the psychological bearing so easily traceable —"

Editor: "As in this disease of hay fever? There is considerable substantiated proof that this is true, isn't there?"

Dr. L.: "Indeed yes. Such as the test at a Maryland hospital."

Editor: "I'm sure I've heard of that. In the psychopathic ward—"

Dr. L.: "Yes. A young man who had suffered from hay fever for five consecutive summers."

Editor: "And was starting in again—"

Dr. L.: "He was, and he happened to become a test case."

Editor: "He responded satisfactorily to an experiment."

Dr. L.: "Yes. A bunch of tea roses—beautiful pink tea roses were on a table in the corner of the room when he came into the presence of the doctors."

Editor: "Roses. Oh, he wouldn't like that!"

Dr. L.: "He didn't indeed! The moment he came into the room he was much distressed."

Editor: "I can imagine. And yet how sad, that nature's loveliest product—things of beauty, lovely flowers should cause distress. It surely seems incongruous."

Dr. L.: "He was distressed all right. He sat down as he was directed but the physical symptoms that proximity to flowers bring about with hay fever sufferers were immediately present."

Editor: "Nose and throat—"

Dr. L.: "And tears fairly rained from his eyes. He was told to go forward and smell the roses. 'You must brace up to this fear and overcome it,' he was told."

Editor: "Oh, that was a test!"

Dr. L.: "Too much for him the first day. 'I can't do it,' he declared. 'I positively cannot go near those roses.' His determination and physical suffering were both plainly evident the first day."

Editor: "And the test was not completed?"

Dr. L.: "No. The next day the identical circumstances were repeated and at sight of the roses and in proximity to them, the young man again cried great tears, exhibited all the physical symptoms he had the day before—"

Editor: "But this time—"

Dr. L.: "This time, his determination was reversed. He was resolved to go through with the treatment, suffer as he might, and at the word to step forward and smell the roses he did so."

Editor: "Really a heroic move for one like him."

Dr. L.: "Absolutely. He bent down, tears rolling down his cheeks and inhaled, but stopped with the funniest expression on his face. His nose had touched the petals of a rose."

Editor: "And he found—"

Dr. L.: "That he was part of a test, the roses were paper. Yet proximity to the supposed living petals of a rose had brought on the tears, the various symptoms and the distress usually attended with hay fever."

Editor: "That should have shown him something."

Dr. L.: "It did. It cured him. That's not an imaginary case. It's part of the records in the psychopathic ward. The experience proved to him that his mind had previously operated to defeat him. When it was made plain to him that he had not suffered from proximity of the roses—real roses, because they were not there—"

Editor: "The symptoms disappeared. This cure is not an isolated one, however. I have heard of similar results following a similar psychological experience. This reminds me. You know we were talking on the radio one day of lie detectors, sometimes used when authorities are trying to ascertain the guilt of a suspect."

(Continued on page 58)

"The Jungle's" Author

Times Caught Up With Upton Sinclair

by MADELEINE MATZEN

THIS article does not deal with politics but with Sinclair as a personality. Who is Upton Sinclair?

A novelist? Yes!

A runner-up for the next Nobel prize in literature.

Is Sinclair a radical? Perhaps!

Is he a "Red?" That depends upon what you mean by a "Red."

In Russia it means one thing. In this country it is apt to mean anyone who gets red-hot under the collar over an injustice done to the other fellow. Sinclair is an idealist and he *does* get red-hot under the collar when he hears of unjust deeds.

Is he a sage, a man wise beyond his time? He *was*! But the times have caught up with him.

For years, far and wide, Upton Sinclair was known as a Socialist, although his enemies called him a Communist. At any rate, he's now a member of the Democratic party and is running for governor in California. He's the talk of the state.

About ten years ago Siegfried Sassoon, the English poet, visited this country and upon being interviewed by our press made this statement: "The United States of America is an adolescent nation!" This statement infuriated us . . . it was too large a pill for us to swallow.

At the period when Mr. Sassoon visited us, Upton Sinclair was going full blast. He was declaring at the top of his voice and writing with a vitriolic pen. He was hammering away at the trusts, at the banks, at the press and at the machinery of politics. He made thousands of enemies and thousands of friends. To be entertained was about all the mass of Americans asked of life for the mass were, in the majority, well fed, well clothed, with many of the luxuries.

We knew there were such things as "under dogs" but we did not take them, or their protests, very seriously. Sinclair's friends did not seem to realize that he was a passionate seeker of the truth; that he was almost fanatical on the subject of "under dogs." He contin-

ued to hammer away, to warn, to beseech us to do something to save ourselves from disaster.

The depression descended upon us . . . The mass of Americans knew what it was to be without luxuries—many knew what it was to be without food. We learned to our great amazement that Mr. Sinclair had been right in most of the things he said . . . not only right but mild in his accusations.

Mr. Sinclair looks many years younger than he is. In manner he is much like the late Woodrow Wilson. When you talk with him you find him extraordinarily shy, almost naive. But don't be fooled . . . there is a super-intelligence ticking away behind that shyness of his. He has a way of looking into the hearts and minds of those to whom he is talking—what he sees there often embarrasses him far more than it does his visitor.

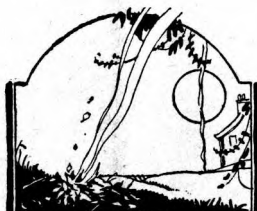
He was born in Baltimore in the year 1878. He supported himself by writing from the time he was fifteen years of age. He paid his way through college by writing pot boilers.

His first serious novel appeared when he was twenty-two. In 1906 Sinclair wrote "The Jungle." This book made him famous. It also made him a power to be reckoned with. It was a superb piece of writing, a splendid achievement.

This was followed by some thirty or more novels, all of them showing a passionate longing for justice and a better and more idealistic life for the mass of American people.

Sinclair's home life has been an ideal one. He and his wife are great comrades. She is a sensitive person, this Mary Craig Sinclair, much interested in metaphysics, highly telepathic and both she and her husband are explorers in this field, which is only just beginning to interest the whole world. Incidentally, she has a keen sense of humor.

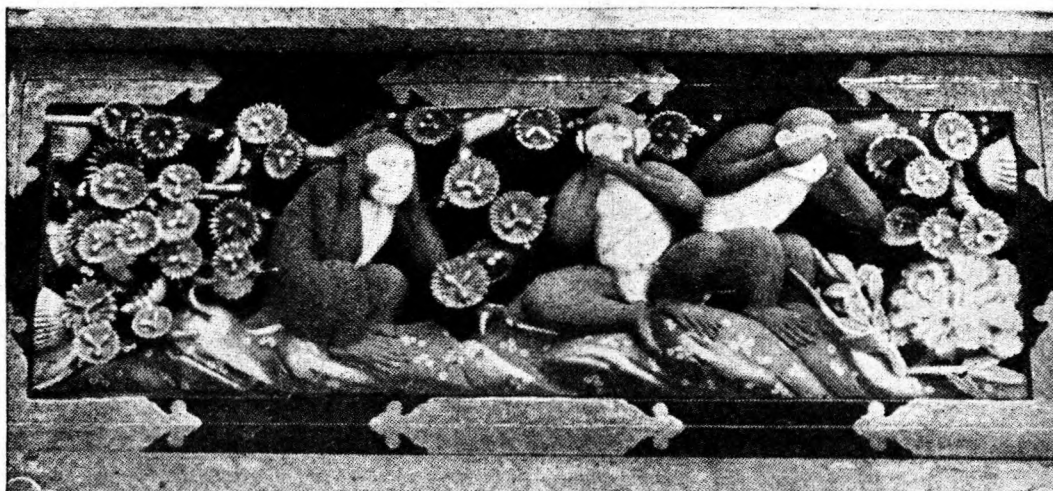
Sinclair has a tremendous fund of nervous energy, much of which is ex- (Continued on page 55)



The Three Wise Monkeys*

(In Japan)

by WALTER C. LANYON



I CROSSED over the tiny red lacquer bridge which makes a circular frame by its reflection in the water, and offers an intriguing picture of a miniature Jap garden backed by purple iris.

I stood for a few moments and admired the quaint stone lanterns, and watched one group of Japs after another, with their gay parasols and multicolored kimonos, making a series of pictures against the artistic backgrounds.

The tiny kimono clad babe, on its mother's back, points a finger to a flock of blue birds that are caught in the mists of pink cherry blossoms.

A faint tinkle of the wind-bells in the morning air, laden with lotus, is heard. I stand before the gate of the temple, whose name is "Before Which One Pauses a Whole Day," so fantastic and wonderful is its workmanship.

A figure in a blue and white kimono with a crimson obi, mounts the step, and takes the long rope in her hand which rings the soft-sounding gong of the temple.

ABOVE the temple door, exquisitely carved in teakwood, is a silent lesson. Many pass it by, seeing only the wonderful workmanship, or the oddity of the design.

In just such a fashion is Truth presented, hidden yet perfectly visible—beautiful yet not realized. "Pearls are not cast before swine," as pearls; but they are cast before every man when he is ready to see them.

* From "Impressions of a Nomad."

Having eyes we see not, yet we think we see; and presently, when a little more light comes into consciousness, we look again at the same book or picture and find something entirely new and different, and we say, "isn't it wonderful? I never saw that before, though I have read the book" or "seen the picture many times."

Pearls are becoming visible to us all the while, when we begin to realize that the kingdom is not to be found, "Lo, here, nor lo, there." The eye becoming single to one Power—good—will perceive that the window in heaven has been open always, and the blessings which one did not perceive have been pouring down upon him, in a measure which he was unable to grasp.

And so I stood for a long time looking at the somewhat grotesque design above the temple door: "The Three Wise Monkeys"—see no evil; hear no evil; say no evil.

HIDDEN away in this quaint carving was a greater sermon than could have possibly been preached. The little blue clad figure who had struck the soft gong raised her eyes to the carving. She put her finger on her eyes, her ears and her lips, and dropping a few coppers in the huge receptacle departed. The wonder of it impressed me—no books, no talk, no arguing.

Man must, and finally will, work out everything for himself. He will cease running

from one person to another. He will begin to read as he runs, and run as he reads.

He will perceive the great lessons in everything and everywhere. He will recognize the universality of God, and then he will also come to the place where he will take from every symbol, the truth back of it.

When he learns to place his hand on his eyes, ears, and lips, he will have learned that "God is of too pure eyes to behold iniquity," and that what God cannot do is futile for men to attempt.

He will learn that to see no evil, hear no evil, say no evil, is a key which unlocks the very gates of his kingdom, and as he holds more to the universality of God, good, those things which before manifested evil, will drop out of his line of vision. He will walk in new ways, and they shall be ways of peace and quiet.

AS SOON as an evil is deleted from the mind of man, the appearance goes, for it is sustained only by his thought. So simple, so difficult. We are sure that we must set something right, and, at the same time, we acknowledge that it is God's universe.

We (these little human, personal selves) must set something right in a God-created universe, and so we proceed to multiply our griefs and sorrows. While we are busy setting it right, we must be consciously recognizing that something is wrong in God's universe, and hence are working with two powers.

"He that holdeth his tongue shall take a city" (a new state of consciousness). He that beholdeth no evil shall behold God. He that heareth no evil shall hear the "still small voice" without interruption and confusion. Life will be as easy and natural as breathing, for man shall have swung into the universal harmony and rhythm of the universe, and shall be carried on into expression.

"Eye (the judging personal sense) has not seen; ear (the human mind) has not heard; neither hath it entered into the heart of man (who is still busy with judging) the things which God hath prepared for him."

Why hath it not entered? Because, man keeps the door shut tight against the entry of inspiration, which is to lead him into all things. He is so busy judging, saying, hearing, seeing evil in his brother, that he cannot hear the knock at the door of his consciousness, nor see the divine

Presence that waits to come in and sup with him and talk with him.

FOLLOWING the lesson of Three Wise Monkeys—although it does come from what we have called in our ignorance, a heathen land—simply bears out the teachings of the Bible: "thou shalt have no other God before me." How can we have the God of good as the first and only God in our lives if we indulge in evil?

If we constantly picture the evil of personal sense in our universe, we will miss the peace that passeth all understanding. We are asleep, mesmerized by the dream pictures of evil we are casting on our universe.

In the clamor of so-called evil, the Voice of Truth speaks: "The Kingdom of Heaven is within you, here and now." *Do you hear it?* Certainly you cannot if you are still hearing evil reports of the universe, and believing them to be true. Heaven could not be a mixture of good and evil. You are not a judge that comes out of his kingdom periodically and passes sentence on others, and then thinks to go serenely back into his state of peace.

"Follow thou me." *Do you hear it?* It has been ringing on dull ears for centuries, but always it is there; and one after another, we cease from the hearing of evil reports and begin to hear this, though even faintly. Then we leave our nets, our old trade of judging from appearance, and follow. The *Voice* guides us ever, for when we are tempted again to see or hear or speak evil, it speaks to us, "What is that to thee?" Is it something real, or something unreal?

The wind-bells tinkled like silvery waterfalls in the distance, and the gay paper and silken lanterns stirred in the spring breeze. A vendor of Jap dolls, dressed riotously in a hundred colors and gold, passing by, stopped for a moment and looked up at the Three Monkeys; touched his eyes, ears and mouth and went on.

I HAD come a long way from a Christian land, where underneath we secretly believed that God was of English origin, or at least belonged first to the white man, and that it was

to be the white man's duty to pass out little parcels of this God to the heathen.

I had come to a heathen land to be entertained and amused by their

(Continued on
page 52)



Are You a Salesman?

Applied Psychology Will Help

by C. T. RYAN

EVEN today when everyone is a psychologist we sometimes meet with business men who are dubious about applying psychology to their business problems.

They cling unremittently to their empiric methods, losing more often than they win.

Although there are still business men who believe that salesmanship is concerned more with leg work than head work, the number is rapidly growing smaller.

Although competition and rapid production have forced the business man to decrease the price of his goods by decreasing the cost of *selling these goods*, he is often reluctant to welcome help from what to his mind smacks of academic corridors—as applied psychology.

He is willing to accept the changes made in production by a more general use of applied chemistry and of physics. He can see, if he cares to, just how the knowledge of these two sciences work. But when it comes to the explanations offered by the business psychologist, this Average Business man, too often, wants to invest them with mystery.

Small wonder for the greatest handicap to the success of psychological tests in business is that those who have claimed much have not produced.

The sincere psychologist is always free to admit the limits of his science; he never says a thing can be done until it has been tried and found successful. He must begin with theory, but never sells theory for fact.

However, if business and industry should wait until the science is perfected those concerned with dealing with men and with abstract problems would be the heaviest losers.

Cooperation on the part of those who should be most interested is the speediest way to reach our goal. And many big businesses are assisting. They are employing psychologists to devote their entire time to a special study of their problems. They are putting them in the personnel departments, and are giving them all the aid they can, knowing that the business involved has much to gain.

BIG SALES AT LOW COST

AS a result of the realization that the way to decrease the price of goods is to decrease the cost of *selling* them, the importance of salesmanship has been amplified many times.

Although there are still a few empirically minded men who say that salesmanship is concerned more with leg work than with head work, the number is rapidly growing less.

Nearly all of the younger salesmen are scrambling for more knowledge of the *laws involved in making a sale*. They want to know how to use these laws, and are impatient to wait the result of experience, conscious that in waiting they may either learn incorrectly or not at all.

Experience may be a good teacher, but experience does not always teach the *best way*—any more than practice always makes perfect.

Even in salesmanship the letter may kill.

To know that one theory of selling is based on that now famous slogan—"attention, interest, desire, action, satisfaction"—may be of some help to a salesman; but when he begins to apply the law he may find some difficulty in knowing when to go from one step to the next, or when to omit the first two steps.

So the salesman who holds rigidly to the "formal steps" may make a mess of an interview; nevertheless knowing the workings of

The alert salesman strives for more knowledge of the laws involved in making a sale. He knows that "Experience is a good teacher" but she does not always teach the best way.

the prospect's mind will certainly help him in "meshing" his sales talk and demonstration.

The salesman may work on the basis of another theory of selling; that of "situation-response," or, as the advertising man speaks of it, "appeal-response." The "situations" involved in a sale may be either external to the buyer or internal. In either case these "situations" affect his responses.

Really this is not (Continued on page 57)

Is Health Mental?

X

How Important Is Psycho-Therapy?

by **ALFRED J. FOX, M.D.**

GOOD health is one hundred per cent life. Psychologically it is characterized by contentment, energy, ambition, sound reasoning powers, an abundant capacity for useful work.

It is proved by a cheerful and amiable personality, perfect adaptation to environment, a personal interest in the welfare of others as well as oneself, and finally energetic exercise of all the physical and mental functions.

The secret of one hundred per cent health is vitality or vital energy. It cannot be discovered through the microscope, or in the test tube, or with the surgeon's knife.

It is not matter but a form of energy, and therefore, *ethereal*; in other words, *spiritual*. The proper exercise of physical functions is dependent on two things.

An adequate supply of good healthy blood to the tissues and a sufficient amount of vital energy flowing through the nerves which are merely conduits of vital energy. Cutting off the nerve supply of any given part of the body causes as much damage as the cutting off of its blood supply.

CHEMICAL ACTION

CHEMICAL action in the living body is an entirely different proposition than chemical action outside of it. Normal chemical action in the body is possible only when there is a normal supply of vital energy.

When through any cause, the supply of vital energy is demolished, the chemical changes of the living body are proportionately lessened—with the natural result that all the living cells of the entire organism undergo malnutrition and subsequent degeneration.

The forerunner of all diseases is a condition of diminished vital energy. This pre-disease state manifests itself by definite, easily recognizable symptoms, such as listlessness, mental depression, irritability, a feeling of fatigue, anxiety, loss of appetite.

EBB AND FLOW OF VITAL ENERGY

THE causes determining the intensity of the flow of vital energy are *psychic*.

There are definite emotional factors that depress the flow of vital energy and other psychic causes that stimulate, increase and intensify it.

Causes leading to diminished vital energy are disappointments, loss of self-confidence, discontent, suppression of instinctive desires, self-contempt, fears, envy, jealousy, despair of succeeding to attain one's ideals and consequent loss of interest in life, and, in general, disillusionment, resulting in indifference and loss of interest and desire.

All the above untoward emotions eventually lead to a state that might be defined as psychological senility.

The factors that increase the intensity of vital energy are happy love, pleasant surprises, success, the realization and enjoyment of popularity, self-respect, achievement, pleasant, congenial occupations, cheerful surroundings, the encouragement and love of good friends, complete rest, relaxation and sound sleep.

A happy, contented, well and amused child, for instance, is fifty per cent safeguarded against the attack of disease. Brutal, scolding, nagging, abusive parents, teachers and nurses often undermine the resistance and health of children. It is a grave error to compel a child to learn at times when such efforts are distasteful.

The child's interest and curiosity should be aroused first, great care being taken not to cause mental fatigue. The child should be developed in an atmosphere of love, good cheer and sunshine.

The injuries inflicted upon the minds and souls of children through shocks, abuse and



In an Atmosphere of Love

insult cannot be estimated. Vicious association complexes result, leading to distressing nervous and mental diseases in adult life.

SLEEP AND HEALTH

Sleep is nature's method for recharging the millions of little storage batteries in the nervous system with vital energy. The character, quantity and intensity of sleep, therefore, exercise a profound influence over the general health of the individual.

Sleep may kill or cure. The sleep mind is over 100 per cent suggestible and auto-suggestible. There is no such thing as complete disassociation of psychic consciousness. Morbidly active and depressing sleep consciousness may cause complete nervous exhaustion.

MORBID THOUGHTS REACT

A feeling of depression, and morbid thoughts preceding sleep react unfavorably on the unconscious mind during sleep, preventing the natural effects of sleep revitalization, with the result that an individual so affected feels tired and exhausted next morning instead of being refreshed.

The character of sleep is determined by environment and one's mental and emotional state at the time of retiring. Never carry your anxieties, business cares or worries to bed with you. Reading cheerful, comic and optimistic literature before going to bed

helps to divert one's mind from self analysis and morbid thinking and feeling. It is also the best time for auto-suggestion.

POSSIBLE TO CONTROL FUNCTIONS

For the benefit of those who still regard the principles of suggestive therapeutics as unscientific and doubtful, let me assert that it has been proven over and over by some of the world's foremost men of science that it is possible to control every mental and physical function through the application of suggestion directly to the subconscious mind.

In my personal experience extending over a number of years with thousands of patients, I have found it advantageous to apply the principles of mental suggestion in many disorders of body and mind in preference to drugs.

FIELD IS WIDE

It has enabled me to reduce the temperature of fever patients, allay pain, cause the absorption of inflammatory exudates, stimulate perspiration and slow down the pulse rate and rapidity of heart contraction. In several instances that I know of it enabled nervous and sensitive women to go through the ordeal of child birth practically without pain or distress of any kind.

The field for the application of psychotherapy is as wide as the practice of medicine and, in my opinion, is serviceable in all the ills of mankind.

Sure You Can!

by **GRENVILLE KLEISER**

TODAY you have golden opportunities to do greater and better work than ever before; to advance yourself through earnest effort to worthy success.

The power for real achievement is *within* you. Where you are *now* is the place to do your best work and to translate your good intentions into actual deeds. You can do it. Of course you can!

Success depends chiefly upon the kind and quality of your thoughts and the habitual way in which you think about yourself and your work. Realize more fully your God-given powers, unlimited abilities and capacity for large development. Resolve to make the most of present opportunities.

TO the man of confidence and courage, difficulties serve only to stimulate and enlist the highest efforts of which he is capable.

However formidable a task may seem to you, apply yourself to it with unflagging diligence. Your physical and mental powers grow most rapidly in the exercise of adequately laborious tasks. One of the rewards of achievement is that *it lights the way to something still greater.*

Set before yourself a great life purpose. Devote your best energies to its accomplishment. Make it the one definite aim of your daily life. Be enthusiastic about it. The great things of the world are done by men who specialize and concentrate and who *believe* that they can.

The Ultimate Religion

Ten Principles of Character Building

The Principle of Self Control

CAREFULLY following the golden thread of logic through our series of dissertations on the subject of Ultimate Religion we have come to realize that the moral nature of man constitutes kinship with the life of the universe.

Religion is rooted in cosmic reality; closer knowledge of the physical universe is conclusive of spiritual origins and contributes inevitably to the cause of religious progress.

The supreme objective of human life is the purposeful formation of character, man's natural occupation and his highest ideal. Character building requires scientific attention and method in order that basic elements may be discovered and fundamental principles applied. Self knowledge may be accepted as the first of these principles and conformity to conscience entitles man to self respect.

Realizing this we come thus in logical order to the consideration of the third of our Ten Principles, "The Principle of Self Control."

Disraeli stated a truism when he said that success in life consists in constancy of purpose. Constancy of purpose means a life under control. Reason is the crowned king of the domain of mind; will power, the Lord High Chamberlain executing royal mandates.

So far from being destructive of individual liberty this yielding of life to a guiding purpose is the very essence of liberty. Only thus do we become free of domination from without or safe from the storms that brew within.

Nor does self control dim the glow of spontaneity.

IT IS frequently proclaimed that the most marvelous piece of mechanism in the universe is the human mechanism of body and brain. Yet man is infinitely more than machinery.

Our spiritual endowments lift us high above the highest level of mechanics. We are not automatons. We have initiative, complexes, passions, yearnings, ambitions, fears, affections—we are human. Without these qualifications we would be less than human. With them we are, as the Psalmist pictured us, "but little lower than the angels." And no red blooded man wants to be called an angel. Because of these human capacities and characteristics, self control is a prime factor in each individual life problem.



Comets dash through space—

We are now building stream lined automobiles and railroad cars, and steamships more than a thousand feet in length whose speed is reducing the ocean to the dimensions of a lake. Airplanes circle the earth. Planets rotate and revolve with unerring precision. Comets dashing through space follow prescribed orbits.

Everywhere, purposeful control is the secret of all order and progress, terrestrial and celestial. From this marvelous scheme of things we are inseparable. These natures of ours, partaking of the universal nature, challenge us to the task of self mastery. Out of cosmic depths comes

the imperial mandate "Control Thyself."

As character contenders we are to militarize all the varied energies that together make up the shock troops of personality and send them forth to battle with contending forces. The issue demands able generalship possessed of power, the power of steadfast purpose. No more can life's campaign be successful with-

X *Success in life includes having constancy of purpose for this means a life under control.*

out self control than an army can fight to victory without organization and leadership.

FOR many of us the lesson of self control is the most difficult one in all of life's curriculum. No one who has attempted the study will avow it to be easy. Yet by practice self control can be built up into a habit so that eventually poise becomes typical and seemingly natural.

Of such a man it will be said, "What a good disposition he has! How even tempered!" But back of that good disposition may be the long and conscious struggle for mastery. Only the weak man will offer the plea of "disposition" and "temperament" as an alibi for the lack of self control. Self control is not a gift. It is an achievement. It is a treasure for which a price must be paid.

Recently I have seen a photostat copy of a page from the diary of Benjamin Franklin. It outlines a plan providing profitable employment for every working hour of the day beginning at 5 a. m. Opposite the rising hour is the notation—"Morning Question. What good shall I do this day?" At the end of the column opposite bed time is the entry—"Evening Question. What good have I done this day?" Between the two questions imagination writes the record that gives answer to both. Franklin lived a controlled life. His wisdom is proverbial. America may still learn of him.

A more modern illustration is at hand. The story is before me in the form of a newspaper clipping giving account of a young lad who conceived the idea of checking up on himself every night by means of a somewhat lengthy list of qualifications expressing his idea of moral values.

A red mark after a word in the list meant that he had made a favorable record in that particular virtue. A black mark was unfavorable. That was rather a queer game for a boy to play. It was undoubtedly more than play to him. The list is an interesting one

containing over sixty entries. Among them we find such positive factors as ambition, concentration, cheerfulness, courage, enthusiasm, honesty, loyalty, patience, sincerity, and, of course, *self control*. Some negative points are included such as no argument, no sarcasm, no fault finding. Whether the boy made up the list or adopted it for his purpose I do not know but it is sufficiently complete to constitute a life program for young or old.

That was an eventful day in human history when a human eagle swooped down from the skies to make triumphant landing at Bourget after a long lone flight from a continent across the sea. The world was thrilled. The hero of the achievement was the boy of the character list. Charles A. Lindbergh was a self master before he became master of the air.

Some of the human factors calling for the application of the principle of self control may be briefly indicated.

Imagine a Polonius in words of paternal wisdom admonishing his son:

"*Control your thoughts*—that they dissipate not into thin air, or, scattering, lose themselves in murky swamps of sordid contemplation or become aimless wanderers in barren wastes of triviality.

Control your time—that it appear not as treasure fallen into the hands of thieves. Make the days count for something worth counting. Eternity is but the uninterrupted succession of nows. Therefore now is always the accepted time.

.....

Control your temper—that you be not caught in the swirl of passion. Beware of rage, anger, envy, strife, injustice, intoler-

X *Yielding our lives to a guiding purpose we take hold of the very essence of liberty.*

ance, violence. Be positive but not pugnacious. Patience is still the pearl of virtues.

Control your tongue—that it prove not a traitor to your judgment. It is a useful member, not given for cursing, for backbiting, for slander, for obscenity. Let chaste speech prove the fine texture of your thoughts.

Control your fears—that they turn not and rend you with merci- (Continued on page 61)

by
William Charles O'Donnell,
Ph.D.

"Contacts Club"

Letter Exchange Conducted by David Cole

LETTERS from all over the world! Passing through our hands by way of our Letter Exchange.

We invite our readers to make use of this method of contacting new people, exchanging ideas, discussing subjects of mutual interest.

"I feel isolated from people who think as I do." It was such a statement, or similar ones often met with in letters from readers that brought this Letter Exchange into existence.

Since the opening of this department, as we said last month, we have heard from PSYCHOLOGY readers from every state in the Union, as well as from Alaska, India, Hawaii, Canada, the Bahamas, and other countries. "A wonderful service—the 'Contacts Club'" many, many of these letters declare.

We are happy to provide this medium through which so many are finding new friends, new and wider outlooks. Space does not permit our publishing all communications received, of course, but all letters, properly stamped for mailing, will be forwarded by us.

Unless otherwise requested, only the initials, city, and state of the contributors to this column will be published. We cannot give out addresses, of course, but rest assured any letter you forward to us is promptly forwarded to the person your letter specifies.

Dear Editor:

I am a young man of twenty-eight with a university training and am interested in good literature, photography, sports, and the study of human relations.

I am now a camera man with a motion picture studio in Hollywood and I aspire to be a director.

I am unmarried and enjoy travel and the forming of new and interesting friendships with worthwhile people. My work is a continuous study of human nature and I am sure that corresponding with people who are interested in psychology will be a pleasure. I am truly enthusiastic about your mag-

azine and wish you the best of luck for its continued success.

Yours truly,

(Mr.) J. H. B., Universal City, Calif.

Who would not enjoy corresponding with a camera man in California? I shall not be surprised if we have to enlarge our mail bag after our readers finish your letter, Mr. J. H. B.!

Dear Editor: Have been interested in psychology for three years now, and find it has given me an entirely different viewpoint of life.

Am endeavoring, by right thinking, to achieve two really big things in my life, and would be very glad to hear from others who have realized their ambitions, and desires through knowledge and application of practical psychology.

The "Contacts Club" is a splendid idea, as it gives members a chance to exchange their experiences. I hope a lot of the members will write to me,

I love to receive letters.

Yours very truly,

(Miss) M. T., Calgary, Alberta, Canada.

Miss M. T., the really big things in life all come from within, as you know. I'm sure some of our readers will be glad to exchange ideas with you along the lines of achievement through right thinking.

Dear Editor:

I am a young man of twenty-six. I like to talk to people and express my ideas on any worthwhile subject, but most times I keep my ideas and opinions to myself because ever since I was a child I have been afflicted with a speech defect (stammering and stuttering) which is very embarrassing to me and renders me very self-conscious and sensitive.

I feel that your "Contacts Club" is just the outlet I need for my repressed desire to exchange ideas with others who are interested.

I have much time to myself. I like to write and I welcome correspondence. I have an ac-



Would you like to meet new people—by mail?

tive mind and welcome this opportunity to meet other active minded persons.

*Very truly yours,
(Mr.) T. S., Jersey City, N. J.*

An overflowing heart and a flowing pen will help remove any dam blocking life's river; and so may you find it, T. S.

Dear Editor:

I congratulate PSYCHOLOGY MAGAZINE on this new department. We need more courageous and sincere personal contacts, that enable all, especially the more retired ones (who, by the way, are mostly the more refined and noble souls) to express themselves as they so direly desire to do.

It is often through mental contact that the human soul is genuinely able to express itself, unfolding like a flower after a gentle rain.

There are no insoluble problems as long as there is co-operation and kindness among human beings.

My object in writing to you is to exchange ideas with those interested in any of the following subjects: naturopathy, drugless healing, metaphysics, Hindu philosophy, psychoanalysis, natural economic order, basic Christianity (Communism), or garden-settlement (Back-to-the-land Movement).

As an aftermath of the war I was a physical wreck but later experienced a rebirth—mentally and spiritually. Took up study of Freud, Adler, Jung, S. Gesell, and others, finally curing myself through naturopathy. I should be glad to receive letters from your readers.

*Very truly yours,
Dr. J. A. R., Brisbane, Calif.*

I hope some "retired souls" will rain a shower of letters upon you, Dr. J. A. R., and thereby share the flowers unfolding in their own hearts. You are right, co-operation and kindness are an open sesame to the solution of many problems.

Dear Editor:

I find myself much alone, with time for thought and could so enjoy the contact with those mutually interested. Living in a fair sized city with plenty of activities about, most people are too busy to converse about even interesting subjects.

If any of your readers could possibly be interested in my obscure life it would make me happy to hear from them.

*Sincerely,
(Miss) M. S., Newark, N. J.*

We all know how lonely a person can be in a big city. Why not help each other to seek a way out through the "Contacts Club"? Let's write to Miss M. S.!

Dear Editor:

I am very anxious to get acquainted with people of intellect and broad interests, no matter in what part of the United States or world they might live.

I am a young German girl. I enjoy philosophical discussions and I love nature and all outdoor sports. I am also especially fond of good music. I would be very happy to exchange thoughts and ideas with anyone who is interested and will answer this letter.

*Sincerely,
(Miss) E. A., Mt. Vernon, N. Y.*

Miss E. A.'s appeal to those interested in all the better things, to share them with her should find a wide response.

Dear Editor:

With much interest I follow the progress of your new department.

I'm just a youngster, but my "roaming" instincts have taken me through much of the Americas. Contacts with others are most helpful in removing the "rough corners" that project from most of us. I look forward to much good resulting from your innovation.

Man is one of a very small group of animals that has destructive instincts and coupled with that he is ignorant of many of the fundamental laws of nature. The result is that mankind alone is responsible for all things that are bad and unclean.

The only means of correction is better education, better understanding of fundamental truths.

I like people. I like outdoor life, and I enjoy the study of the chemical and physical sciences.

Just to be alive is fun. "Broke" or "flush" I cannot seem to find anything to worry about.

(Mr.) R. L. B., La Crosse, Wis.

Perhaps others would like to better understand the fundamental truths which dispel that which is bad and drive away worry. Will you be "flush" enough to supply the correct thought, Mr. R. L. B., to those who write you?

Dear Editor:

I suffered from a nervous breakdown a year ago, having to stay indoors most of the time, afraid to venture out (Continued on page 56)

Other People's Kitchens

The Story of One Woman

As Told to JOSEPHINE W. CARDWELL

MRS. LANE was reared as other girls of her day and station in life, admired, loved, protected, and supported by the men of the family.

No one wanted or expected her to support herself, therefore she was taught no profession. Her marriage was the culmination of one of the real romances of her circle. In the eyes of the fine man she married, nothing was too good for her, and life went on as a thing of beauty.

And then upon her husband's rather sudden death, she found herself dependent to a large extent on her own efforts to keep a place in the world for herself and her two young children.

It was as though she had been suddenly cast adrift in an open boat, without an oar. With the heart burdened by a great grief, it is difficult to fix one's mind on bread and meat, ways and means. Casting about in her mind for some way to add to her slender means, she felt helpless indeed.

In her happier days Mrs. Lane's home was noted for its hospitality, and its "good eats." She was born with a gift for food. Hitherto she had used it only for her family and her friends. Now a woman came to her, saying there was a great need for some one who could go into private homes and serve a small party, a dozen tables of bridge, or a huge wedding reception. When the proposition was made to Mrs. Lane that she go into this business she became terrified. Her experience was bounded by the walls of her own home. Two things, however, urged her on: necessity, and the inner knowledge that she was a good cook, a born caterer.

With very timorous feelings she undertook this tremendous project. At first it was all experiment.

Imagine her state of uncertainty and positive fright in those early days, when her phone would ring and a strange voice would ask,

"Mrs. Lane, what will you charge to serve six tables of bridge with a two course luncheon? Chicken salad, etc., etc."

Often the customer wanted an immediate estimate and quite frequently wanted something for nothing. Mrs. Lane was so anxious

to obtain the orders and to establish her business, that on more than one occasion she underbid, and worked strenuously an entire day and night for a profit of fifty cents.

But the profit she was gaining in experience could not be estimated in dollars and cents. To-day she can tell you just how many pounds of chicken would be required to serve two or two hundred, and what her price would be. She has compiled an experience book. In it are quantities, prices, proportions, and marvelous recipes, many of them original.

It was not easy. There were many stumblingblocks. Often when she was tired, she visualized herself as a young girl, and beloved wife, protected and shielded. Often the thought of how her devoted husband would have grieved over her working so hard, lent a touch of bitter to her cup. Occasionally she even became a little sorry for herself, but never for long. She was too busy, in other people's kitchens, superintending and managing the parties at which, but for her husband's death, she would have been one of the guests.

Today pride of achievement has displaced the temporary self-pity. Her family, friends, and entire community admire not only her ability along culinary lines, but her courage in the face of odds, and her business acumen. She is able to give her children comforts and advantages. Everything she has gained she has shared with others.

Having proved to herself and the world that she cannot be downed, (Continued on page 52)



Your Job and You

by CORDELIA MAKARIUS

WHEN I think of many equipped with numerous advantages and yet whining because they are forced to take a knock or two, I do not wonder that life gives hard lessons to them sometimes.

I look with shame on the big, healthy fellows who claim that all the cards are stacked against them, when I get a letter such as the following:

"I am a young man, age twenty-four, and crippled. At the age of seventeen Infantile Paralysis left me unable to walk except with the use of leg braces and a cane.

Since my illness I have finished my high school education and have also taken a year of post-graduate work, specializing in commercial subjects such as: typing, bookkeeping, etc., at which, however, I showed no particular aptitude. In school I did my best work in history and literature.

I have done no work other than house to house canvassing, selling such items as Christmas cards and household specialties. I feel that people too often buy out of sympathy rather than because they really want the items I offer.

What vocation shall I choose? What service can I render which will be of value to others as well as remunerative to myself?

I realize that I will be discriminated against because of my physical condition, but surely there is something I can do!"

What courage! And what desire to achieve! If those of us who have no handicaps were as brave and sincere as this boy—what a splendid world we could have!

I judge your most interesting work was accomplished in history and literature. With your educational background, I would recommend taking a librarian's course or an examination to secure a position as a librarian or research worker in the field of archaeology or history. Do not apply for a position as research worker in the statistical world for you would be unhappy.

Find out from your high school principal

just what requirements are necessary for work of this type in your locality. The requirements vary in different sections of the country.

And hold on to the courage and pride which forbids your earning your living in a way that makes you lose your dignity as a mentally alert human being. There is a special place for you to fill. My good wishes go with you.

THIS is Mr. L.'s problem:

"I am twenty-nine years old, have taught social subjects in a junior high school for five years; have my master's degree from my university and am in excellent health. I enjoy teaching, love to meet and talk with people; read much along sociological, psychological and philosophical lines. Have pluck and initiative and can easily gain the confidence of people.

I have a choice of studying further along educational lines or preparing myself in a new line of work to which I can turn during summer and so perhaps get into a better paying position. Have thought of private secretarial or personnel work. Do you think I'd succeed in either of these and which choice would you consider the most worthwhile? I could, and expect to, study nights and during summers. Teaching work is not well paid and even with a Ph.D. degree I may receive no better pay. So now I find myself at the crossroads. Please suggest what you think is best."

Keep on with the education along lines of your given field. Teach while you are getting your Ph.D. You need not stay in the teaching field, with the subjects in which you specialized. Many commercial fields are opening up whereby large firms are using psychology and sociology in their research departments, especially in the personnel departments. Work for something of that type.

I would suggest that you take a secretarial course, if for no other reason than that it will help you with your (Continued on page 52)

If you wish a personal reply to a vocational problem, write Miss Makarius, including a self addressed, stamped envelope, care of Psychology Magazine, 1450 Broadway, New York, N. Y.

Our Beauty Psychologist Says:

"Want to be Beautiful? You Can Be"

BEAUTY is within the reach of every one of us.

We hear a great deal about lonely people, and our heart goes out to them, and this message is especially for them.

Awake, arise and take the beauty that is all about you, and loneliness, that curse of the earth, will cease. The law of beauty is the law of love, and love accomplishes, for it is a resistless force.

Few people seem to realize that every effect has a cause. To cure a trouble, find its cause; and so, dear lonely people, let us discover the cause of your loneliness.

Life is founded upon law, and the law that holds the planets in their orbits is exactly the same law that attracts friends and love; it is the law of attraction. Lonely people are those who have not learned to know and to obey that law.

We are all acquainted with people who are known as "good mixers." What is it about them that causes them to be sought out and admired? For one thing, they value friendship, and are willing to work to secure it. I hear you objecting at once that the mixers are politicians, that you do not admire them, nor do you understand why so many good people have few friends.

This appears quite true on the surface, but is it really true? The qualities that attract you in a politician are not his bad qualities, but his good ones. The qualities that repel you in a "good" man are not his good ones, but his bad ones.

To study humanity is to respect it and one of the greatest surprises that the student encounters is in the goodness of "bad" people, and the badness in "good" ones. It is amazing. It really brings one to the conclusion that there are few really good or bad people in the world, and a great many "middling" ones.

Take your politician. What do you like in him? He is usually smiling and kindly. Deceit? Not a bit of it. It is a well known psychological fact that we grow like that which we imitate, and the politician grows kindly by trying to appear so.

He remembers you, or pretends that he does, a winning trait; but as a rule, he really *does* remember you and your name. He knows how to leave *unsaid* the unattractive thing,



and to say that which is attractive. He has learned to like people, and is warm, hearty, cheerful and oblig-

ing. He has cultivated tact and magnetism.

Now, look at your "good man." He is honorable and generous. He gives much to "charity." But he is silent and moody, and he often goes home in a grouch.

He spoils a gift with a sermon. He seems to hate the joy and spontaneity and fun and laughter and foolishness of youth. He is cynical. He has an eye for evil. He scolds. He chooses for his friends the solemn and cold and unsympathetic specimens of humanity and he likes nothing so much as to hold up one of these terrible examples to a happy, care-free joyous girl or boy.

People persuade themselves that they admire him, but they avoid him. You may be sure that there is something gravely wrong in the soul of the man whom youth avoids. It is a closed soul, closed against light and life, against beauty and love.

Such a man seems actually to hate the bubble and the sparkle and the joy of youth. He ought to cultivate the beauty of vibration, but he is usually quite self-satisfied and recognizes no such need. This kind of person will have few friends. He always will be lonely.

But what has all of this to do with *beauty*?

Everything. Beauty vibrations and love vibrations are identical. The radiant attractive personality is the personality that lives the love life.

Love is the supreme expression of beauty. It lifts the corners of the mouth, it smooths out wrinkles, it brightens and softens and beautifies the eyes, it opens the fountain of eternal youth.

Love is the magic that will attract to you the highest and best of minds. As you love, you will begin to rise in the world. Life will become brighter, happier and more beautiful. Love is the magic key that will unlock all hearts. Love makes life beautiful because it is beauty.

How are we to attain this great gift?

By looking for beauty everywhere and by being as beautiful as possible *ourselves*. Make your body beautiful. Avoid the commonplace, the cheap, the tawdry.

Dress as attrac- (Continued on page 54)

Concentration

Part II

The Power of Fixed Attention

by **G. ARTHUR GAYER, Ph.D.**

IN ORDER to acquire the habit of concentrated, connected thought, look about you and select an activity employing various steps. Bring into clear vision the activities involved in the production, and analyze what is embodied.

For example, you see a baker turning flour into dough and dough into bread. This may seem a simple task, but think what was necessary to enable him to perform it.

Go back to the farm and follow the process of the sowing of the seed, the growing and gathering of the wheat, and its final conversion into flour, dough, bread or cake.

Another example: think of your own motor car—of its power, beauty and speed, of its comfort, safety and convenience. To drive it from town to town, from city to city, from state to state, is a very simple act. But think what was done to enable you to do this.

Concentrate on the thousand and one things involved in producing, from the slow and lumbering car of twenty years ago, to the fast and comfortable one of today.

These are just a few illustrations of how to acquire the art of concentration. They can be multiplied a thousandfold.

AFTER one has acquired concentration, one can practice it almost everywhere. President Wilson did his best thinking in his box at the theatre. Richard Harding Davis created his best work when he was tramping through the woods.

When General Pershing had an important problem, he could solve it in the midst of battle as well as in his private office. Mark Twain was able to focus his thoughts upon any subject although he appeared to give close attention to an after-dinner speaker. A well trained mind cannot be distracted by external influences or disturbances.

Naturally, mental concentration can be greatly facilitated by retiring to some place free from noise. Professor Einstein says: "Between the quiet sea and the canopy of heaven" (he is evidently not referring to

Long Beach or Coney Island), "I can attain a concentration of thought which I otherwise cannot achieve."

The habit of concentration cannot be taken up too early. The greatest blessing that parents can confer upon their children is to teach them mental concentration long before they go to school. The proper training of children begins from birth.

The personality and character of a child take their bent long before he is placed in the teacher's hands. If the parents of the present day would take this to heart, the mental and spiritual forces of mankind might be doubled in twenty years.

Let me say, in closing, that we must always concentrate on the reasonable, the possible, the attainable, the realizable, and the worth-while; and then take that mental attitude which says: "I can! I will! I do!"

Let us hold to this motto; keep it with firm grip; apply it in all our affairs—and thereby compel the finest and best that life can give.



Along the Way

by **ALICE M. GREENE**

LIFE has its arid spaces. We must pass
Where hot suns scorch and burn our weary
feet.

Ah, blest relief where green fresh-springing
grass

Our longing eyes may meet—

Where cooling spring our crying thirst allays;
Where sheltering palms invite to shade and
cheer.

'Tis not mirage, this scene that thus displays
Such beauty here.

Man has an oasis his heart within;
Its secret sources save him from despair;
And he, through Higher sustenance, will win
Refreshment there!

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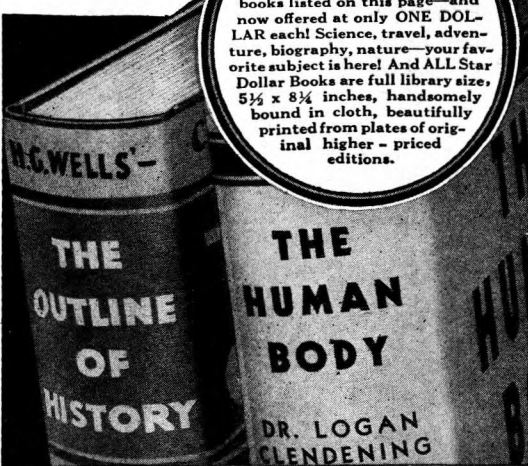
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"Observations"

(Continued from page 25)

I swung briskly along Riverside Drive. And then—the glory was forgotten.

Near my friend's apartment sat her young daughter sobbing silently. Two girls disappeared guiltily and rapidly around the corner. Sympathetically, I asked: "My dear, can I help?"

Then the floodgates opened as she pointed toward the departing girls: "*Nobody can help me!* Mary's—turned my pal Polly against me—Oh,—she's *lied* about me! And—I—I—thought—oh, I *thought* they were my best friends! . . . Oh—hh—h! . . ." and she incoherently sobbed out the story of their

falsity.

In that youngster's grief I heard, far down the centuries, Christ's cry; felt His anguish at the Judas kiss. And traveling on through the years came an echo in Caesar's words: "*Et tu Brute!*"

Even childhood darkened by that which calls forth the bitterest cry of the human soul—betrayal! Yet, as the lowly Nazarene rose above it, so can we. And—life keeps books mercilessly. You don't need to worry about injustice to others or to yourself. Your duty is solely this:

Never to descend to the level of retaliation, or "getting even." See only the soul—the real man or woman—above the sordidness of materiality. Better to trust to the uttermost and be deceived than to grow incapable of perfect purifying faith. Your inner self can never be touched by any slander, lies, disloyalty. This truth—too deep for mere words—rises from somewhere in the subterranean caverns of the soul where wisdom is gathered from the Infinite. Heed only that wisdom. In betrayal, let your thought be: "*This too shall pass!*"

"Missing Persons"

(Continued from page 27)

sonal belongings in his cabin were later identified as belonging to Mer-ton Loring. Although the body never was found, the case was dismissed as a suicide.

"IN THE case of Supreme Court Justice Joseph F. Crater, we never ran across the least inkling of a motive for his disappearance.

"He had just reached the peak in his profession. Coming to New York from a small country town, he had made the long climb, by sheer force of character and legal acumen, overcoming obstacles all along the way. Having reached his goal, he vanished into thin air. Why? No one knows."

Captain Ayers is one of the last of "the Roosevelt cops." After seven years as a patrolman, he was promoted to sergeant, then lieutenant, and to acting captain in 1918. This was

shortly after his appointment to the head of the "Missing Persons' Bureau," which had been organized the year before.

Captain Ayers developed the bureau on a basis of efficiency that boasted the ultimate solution of at least ninety-eight per cent of all cases. In 1933 the bureau handled nearly 30,000 cases, successfully locating the missing persons in all but one and one-half per cent.

Captain Ayers is a natural-born psychologist, blessed with a strong power of intuition.

"As a child," he told me, "I learned to study faces. My early life was lived with very serious people. Among them a child was to be seen, not heard.

"Now, a sensitive kid is going to try to get a reaction from the person he is contacting. He's going to study

faces—to find out if it's safe for him to do such and such a thing. As he grows up, he will know a lot about faces—be able to define the story that every face carries.

"As a rule, the photo of a missing person will give me a better insight into his character than any amount of assistance by intimate friends or relatives. Often, I can tell by looking at a man, or at his picture, whether or not he is likely to commit suicide.

"My work in the 'Missing Persons' Bureau," Captain Ayers concluded, "called for an intimate understanding of every human reaction. The human equation is the problem there. You have to be able to play the keys so as to bring forth the particular tone or shade desired. And the work is endless in its fascination. You never can tell what tomorrow may bring."

Our Beauty Psychologist Says:

(Continued from page 47)

tively as your means will permit, and remember, neatness is one of the greatest attractions in dress. Keep your suits pressed, your collars faultless, your shoes brushed, your gloves in order, your hair neat. Then make your environment as neat as yourself, for we grow like our environment.

Cultivate beauty of mind. Avoid evil. See the good. Speak words of encouragement and praise. Be generous in word and deed. Never criticize. Never be cynical. The more you see beauty and talk beauty, the more beauty you will bring into your life.

The reverse is quite true also. Read daily, if only a little, from some great and inspiring book. Avoid trashy reading as you would avoid the plague. It can soon cheapen and make flimsy an

entire personality.

Cultivate soul beauty, sweetness, kindness, warmth, sympathy and the helping hand. Love beauty, cling to beauty, bring it out in every possible way, physical, mental and spiritual; cultivate it as you would cultivate a rare and tender plant, for the life that is founded upon beauty—real beauty, which is love—can never go upon the rocks. It is mistaken ideas of beauty that sometimes cause disaster.

The highest expression of beauty is love. Live love—give it freely and fully. Give it to the children, to the poor, the sick, the sad, the lonely, the unattractive; to animals, to trees, flowers—to everything. Love "never fail-eth." The more of it you give, the

more you have to give. Love is invincible.

As surely as you love, you will be loved. Fill your entire being with it. Learn to be human, warm, sympathetic, joyful and selfless, and as surely as you follow this rule, you will attract love to yourself, whether your age be sixteen or sixty. Moreover, love will make you such a good friend to yourself that you will not have to run about seeking happiness. Happiness will be always with you, a deep and abiding presence in your own heart.

Acquire all the knowledge you can, develop yourself all you can, control your life as much as possible. You are really plastic and can transform your own psychology. You can make yourself beautiful.

William A. Engle

says:



The "wealthy idle" are the "poor rich."

Only he who fears, finds much to fear.

One wave of distrust will drive away oceans of supply.

Truth is indeed stranger than fiction for none can define it.

Only he who keeps his feet on the ground knows just where he stands.

Those who claim that this old world is so full of trouble are the very ones who do their bit in adding to it.

"The Jungle's" Author

(Continued from page 29)

ended on writing and lecturing, but there is plenty left for the tennis court . . . ask his friends.

"Uppie" is a hard man to beat on the courts . . . or in a debate.

"I feel a bitterness and a fury against poverty!" he told me. "Poverty is so unnecessary in this country of ours with its vast resources. It is the handling of these resources which infuriates me. Poverty is humiliating . . . it breaks a man's spirit and destroys his courage!"

About five years ago a young writer friend of mine, with socialistic tendencies, dragged me to hear Upton Sinclair lecture. The topic was the Sacco-Vanzetti case—which interested me not at all. However, Mr. Sinclair was a surprise. Many of his references were over my head, but I enjoyed the lecture.

I did not enjoy its aftermath. After the lecture different ones in the audience arose and asked Mr. Sinclair questions—stupid and inane ones. One felt that these people cared not a rap about the answers—they were merely calling attention of the large audience to themselves . . . He was very patient with them.

But this game of questions bored me. I told my escort, "I guess he is a Red!"

Three years later I was jobless, penniless and discouraged. My clothes were shabby, my shoes gave out for I walked miles looking for work. There were fifty people for every job. Pay rolls were cut to the bone. Big business concerns closed their doors.

What was wrong? What had happened to the United States of America? We asked these questions as we huddled together at night in frightened groups. We became suspicious of everyone . . . even of kind words, for we thought pity was hidden beneath them. We lost faith in ourselves, in our friends, in our country and I believe, for a time, in God.

"Might makes right! It's all right if you can get away with it!" we heard on all sides. Underneath we boiled with

rage. One night this indignation vented itself in speech. I remember saying over and over the words from Lincoln's Gettysburg address. Words that I clung to as desperately as a shipwrecked sailor clings to a spar.

"A nation brought forth upon this continent, conceived in liberty and dedicated to the proposition that all men are created equal!" I'm not at all sure that I quoted it correctly. Perhaps I added a few ideas of my own. When I had finished someone said to me, "Why I didn't know you were a 'Red'!"

Then, very suddenly, I remembered Upton Sinclair's lecture. I felt ashamed of myself. Mentally I tendered him an apology. I knew that he was no more a "Red" than I was. Knew that indignation over injustices to helpless people had loosened his tongue and spurred his pen; that the truth in him had risen up to protest.

I believe the emotional reactions that I lived through are the identical reactions of every thinking American today. The questions asked are no longer stupid or inane. They are alert, intelligent and eager questions. They have reached the White House, where a great and understanding man sits.

We need leaders in this country. One by one they are appearing.

Here in California we have Mr. Sinclair and whether he is ever a governor or not, to him will always belong the credit of having had the mental energy and the courage to stand back of the idea he started.

Magnetic Healing

Are You Interested in Healing the Sick?



Would you like to become a Healer? Would you like to be a blessing to suffering humanity? If you are a physician would you like to become more efficient in your work?

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THIS PAGE is not for the wise young man who is perfectly satisfied with himself and his business equipment.

It is a personal message to the man who realizes that the whole business picture has radically changed in the last few years, and that there is an entirely new set of rules to be mastered. He feels that he ought to be earning several thousand dollars more a year, but simply lacks the confidence necessary to lay hold on one of the bigger places in business.

We should like to put into the hands of every such man a copy of a little book that contains the seeds of self-confidence. It is called "What a Business Man Must Know Today," and it will be sent without obligation. It contains the Announcement of the Institute's new Course and Service for men who want to become independent in the next five years. Among the contributors to the Course are:

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DAVID SARNOFF, *President, Radio Corporation of America.*

MERRYLE STANLEY RUKEYSER, *Eco-*

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FRED W. SARGENT, *President, Chicago and Northwestern Railway Company.*

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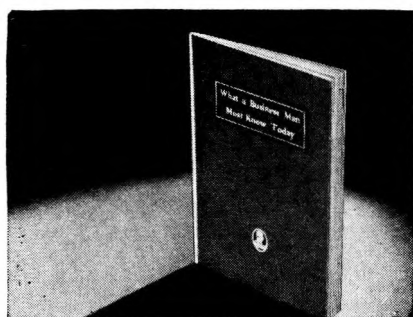


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Contacts Club

(Continued from page 42)

—in fact, fear was my greatest enemy. Several months ago PSYCHOLOGY came to my notice. At that time I was under the care and treatment of various doctors and specialists. It has put me on the right track. I am now making progress and overcoming my fears one by one. I am gaining in confidence and learning that I have underestimated my powers. I am re-educating my subconscious mind and getting rid of my complexes, buried memories, etc., through self psycho-analysis. I am well on the road to recovery and would like very much to hear from any one interested in mental improvement.

Sincerely,

(Mr.) A. L., Brunswick, Ga.

Congratulations upon your practical proof of the healing power of psychology, Mr. A. L. I feel sure that many of our readers will want to hear more about how you are working out your problems.

Dear Editor:

I am very glad that you have added the correspondence club to PSYCHOLOGY MAGAZINE because it gives one an opportunity to exchange ideas with those of mutual interests.

I am twenty-four years old and am at home in the country since having a nervous breakdown. After leaving office work and returning to my small home town, it seems rather lonesome at times. I can scarcely wait for the next issue of your magazine to be out.

I am anxious to hear from other readers and know their interests and hobbies. I will greatly appreciate hearing from anyone who cares to write.

Very truly yours,

(Miss) F. W., Milton, Iowa.

Here's a chance for some of our readers to make the sun shine in a lonely corner of a struggling heart. I hope you will receive many letters, Miss F. W.

Dear Editor:

With the "Contacts Club" you have started something that should spread like wild fire. I have longed for someone with whom I could share views on topics relating to psychology, and now we have the privilege of writing to each other as students. I am thirty-five and interested in philosophy and poetry, and I write verse myself. I would like to correspond with those similarly minded.

(Mr.) E. B., Mount Vernon, N. Y.

Well, Mr. E. B., the fire of enthusiasm in your letter should easily ignite that of others. May you get many sparks from creative minds among our readers!

Are You a Salesman?

(Continued from page 32)

so different from the first method discussed; for in either case the salesman must get attention, hold it, carry it over into interest. External conditions may inhibit his success of course. If the salesman should call when the prospect has just received bad news, or just learned of a financial loss, he will find it a difficult task to get the attention or the interest of the buyer.

The law of suggestion is largely determined by these "situations." A man may be more suggestible at one time than at another; he may resent suggestion more violently at one time than at another. The success of persuasive sales talk may be determined by either internal or external stimuli. Whether one should use persuasion, suggestion, or argument, or all three, in a given instance should rest upon these "situations."

There is a third theory now pretty generally accepted by those who are scientifically studying selling.

THIS theory is based on the assumption that a man buys when he is made *conscious* of a want or a desire. The salesman is to furnish the solution to the buyer's wants, get action, and give satisfaction. Some one has summed up this theory in a slogan: "Make 'em want it."

If a prospect is unacquainted with what a salesman has to sell, it is the work of the salesman so to explain the commodity or the idea that a desire will be formed in the prospect's mind. As a result of the sales talk and demonstration, the prospect should feel a need for what the salesman has to offer.

One can hardly imagine a salesman not using one of these methods, either consciously or unconsciously. The only alternative would be a combination.

In any case the salesman is confronted by the behavior of his prospect, and the prospect's behavior is determined by the workings of his mind; which gives the conclusion that in selling the seller is face to face with a psychological activity. It may be in producing a desire in the prospect's mind to obtain what the salesman has to sell, that he will have to cause the mind of the buyer to go through one or more of the "formal steps."

In causing the buyer to react in this way, certain stimuli will have to be used, and their potency will be determined by "situations." After all, the three theories or systems are almost inseparably intertwined.

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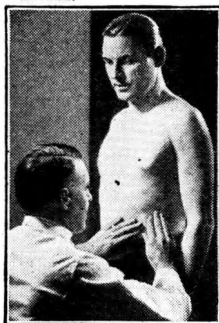
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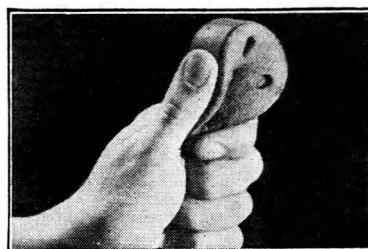
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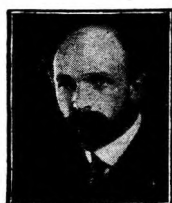
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service or the profits to be derived from selling the article again, he is thinking in terms of *himself*.

When all is said and done, it remains true that the one thing in which all of us are interested is ourselves; ourselves either as we are or as we should like

to be. When we buy an article, or an idea, or a service, we buy it to satisfy a desire. These desires may be natural or acquired.

(More ideas along these lines of salesmanship will appear next month.)

In the Psychologist's Office

(Continued from page 28)

Dr. L.: "Yes. Galvanometers."

Editor: "Someone afterwards called attention to the fact that centuries ago—and even now, in the interior of China, crime detectors are used."

Dr. L.: "You mean—"

Editor: "The power of the thought to affect physical result is conceded. If several persons are suspected of crime, dry rice is given to them to chew."

Dr. L.: "And of course as the salivary glands are most easily affected—"

Editor: "They respond to the guilty prisoner's fear-thought—or so it is believed—and he is unable to develop sufficient saliva with which to chew the rice."

Dr. L.: "And he is therefore accounted guilty!"

Editor: "Yes. A crude test, but it does indicate that man's appreciation of the power of thought—the control of mind over matter is not a new discovery."

Dr. L.: "Indeed not. Suggestion is as old as conscious thought. A new thing about it is the shift of emphasis from will power to the imagination."

Editor: "Imagination has been called the door-keeper of the subconscious, and serves as a sort of shuttle between all conscious and subconscious thought and effort."

Dr. L.: "The conscious and subconscious have been likened to two elevators, installed with the old balance system. If your conscious mind is at the tenth floor, your subconscious is in the basement. As your conscious mind submerges, your subconscious emerges, but always in juxtaposition."

Editor: "And you cannot be in both elevators at the same time. And it's when we say of a number, a name, or a solution to a problem, 'I don't recall what that is right now, but I will presently,' that we're really calling on our subconscious."

Dr. L.: "Which is in the basement, as it were, and for the time being ready to come up and bring us the answer. It also explains how, when we deliberately refuse to worry over a particular matter and say to ourselves, 'This will come out all right. I'll find a way,' that—"

Editor: "We actually do get relief in proportion, of course, to our sincerity. It gives us a little insight into

the working of what we call genius, too."

Dr. L.: "The genius—the person who performs remarkable feats of memory, produces wonders of beauty, or intricate patterns of some kind of art, seems incomprehensible because he draws on the vast subconscious."

Editor: "Such persons seem abnormal, unnatural—"

Dr. L.: "Yes, but they *should* not. Sometimes I think it is *we* who are abnormal—we who do not naturally use the vast knowledge upon which we *could* draw."

Editor: "But we're glimpsing this—the scientific world is advancing—"

Dr. L.: "By leaps and bounds. We're learning that the human mind is a law unto itself."

Editor: "Which reminds me—that reference to law—that someone made the statement the other day that a certain man was a *law of success* to himself."

Dr. L.: "Why is it that some business men never fail, or if they fail, invariably regain ground and eventually come out on top—because they're a law—"

Editor: "Because they become a law of the belief of their success."

Dr. L.: "And this conviction shows through appearances, every thing done—it never fails to."

Editor: "The psychological significance of faith is that our convictions become in effect, autosuggestions."

Dr. L.: "And tend to become a pre-dominant subconscious impression."

Editor: "And these impressions established explain why 'As a man thinketh, so is he.'"

Dr. L.: "It explains the efficacy of all drugless healing no doubt—whether the healing takes place at shrine, revival or clinic."

Editor: "The sufferer who believes with sufficient intensity, has faith that he can be cured—"

Dr. L.: "Registers the health idea so strongly in the subconscious that all of the healing powers are pointed toward, and concentrated for immediate healing. We're learning more of this every day."

* * * *

Broadcast by Dr. List and Eldora Field, Managing Editor of PSYCHOLOGY.

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That Will Be
CON
Next Month's I
WA

The Ultima

(Continued from page 48)

less fangs. Fears crouch in stoutest hearts. Brave men master them. Fears shrink and cower in the presence of courage.

Control your feelings—that you be not given to fickleness and suffer not the humiliations of the super-sensitive. Let the heart wound heal quickly. Waste no time in self pity. Bear grief with fortitude. Be not lacking in sympathy for others.

Control your finances—that your honesty of purpose be not open to question. Be prudent. Be neither spendthrift nor miser and may it be given to you to participate in those beautiful philanthropies that brighten the world for the less fortunate.

What Can We Do For You?

(Continued from page 49)

usual, it is frequently followed at night by a little fever. My face will feel hot and I have taken my temperature and found I had a slight fever. I am emotional and have never been a real strong person. I have been looked upon as a "nervous girl." Physicians tell me there is nothing wrong, not even any indication of toxemia. I have had the usual x-ray and laboratory tests. But my nervousness still continues. I am a wife with one child. I am irritable, tense, and frequently cry over little things.

ANSWER:

There is *nothing* seriously wrong with you. It is not uncommon for a nervous person who has been under a strain to run a low fever. The fever is due entirely to super-sensitive nerves. You lack emotional control and stability. You have undoubtedly taken yourself and your troubles too seriously also. The suggestions you have received, probably since childhood, that you are not strong, must

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in all honorable undertakings. Self-Realization Fellowship passes on to you the proper technique for acquiring lasting youth.

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CHAS. F. WINBIGGER
Ph.M.

Psychologist's Office

(continued from page 28)

ers." the working of what we call genius called too."

ago Dr. L.: "The genius—the person who performs remarkable feats of memory, produces wonders of beauty or intricate patterns of some kind of art, seems incomprehensible because he draws on the vast subconscious."

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Dr. L.: "Why is it that some business men never fail, or if they fail, invariably regain ground and eventually it is quite a number because they're

whose sex nature has been awakened to have an occasional "night loss." This is nature's way of relieving tension. You dwell on sex life considerably I presume, one way or another, and this excites the seminal vesicles and they secrete. This secretion must be eliminated in some manner so, if one is not married, nature steps in and causes such a loss as you have experienced.

There is nothing to fear in this, I assure you. It, in itself, is not weakening you in the manner you have pictured. You will find yourself regaining the lost flesh if you will just put your mind at rest and forget these occurrences. There is a lot of material written which is intended to frighten the young man and thus cause him to seek treatment. According to such literature you could expect to go all to pieces in time from such an experience. Such statements are unscientific and if you have read any of them—just forget them. Take my word for this. The frequency of such losses is determined by the amount of thought one gives to this subject, and how emotional he normally is.

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watch yourself and not overdo, etc. control have had their effect on you.

Stop taking your temperature, try to see how poised and calm you can be on is when you are out, pay less attention new to the irritations at home. Build up apathy an indifference—a "don't care" attitude toward yourself and things about you. Get out in the air and exercise by taking walks. Eliminate fear of collapse or trouble from your mind, and build up the thought that you are master of self and do not intend to be dictated to by feelings, sensations or nerves. Your cure lies in carrying yourself through a mental training that will bring poise and power. Confidence and positiveness can be yours.

QUESTION:—H. L. I. writes:

Contrary to my conviction and belief, there are some who strongly contend that if one takes sufficient rest or sleep—say eight or nine hours—it matters not which hours out of the twenty-four are so employed. My question is this: Is it really a matter of personal choice and habit, or does scientific investigation and experimentation conclusively demonstrate the fact that, all other contributory habits being equal, human life and efficiency are prolonged and enriched by taking one's sleep between the hours of nine or ten p. m. and five to seven a. m., rather than during other hours of night or day?

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CONTEST

Next Month's Issue Psychology

WATCH!

The Ultimate Religion

(Continued from page 36)

less fangs. Fears crouch in stoutest hearts. Brave men master them. Fears shrink and cower in the presence of courage.

Control your feelings—that you be not given to fickleness and suffer not the humiliations of the super-sensitive. Let the heart wound heal quickly. Waste no time in self pity. Bear grief with fortitude. Be not lacking in sympathy for others.

Control your finances—that your honesty of purpose be not open to question. Be prudent. Be neither spendthrift nor miser and may it be given to you to participate in those beautiful philanthropies that brighten the world for the less fortunate.

Control your appetite—that it bear you not down to defeat. The way of the glutton leads but to gloom. The drunkard hastens his own death. Licentiousness is surrender.

Control your ambitions—that they forsake not the paths of reason. Set your mark high. Strive mightily for achievement but know well that the glory is in the quality of the ambition.

Control your pleasures—that they lure you not from the path of duty. Cultivate humor. Look for the laughs. Enjoy the jokes but remember that life is no joke. Have all the fun you can. Do all the good you can and your days will be crowned with pleasure and the years will bring delight.

And once again, Laertes, I would counsel you,

Control your friendships—that you may know life's deepest joy. The friends thou hast and their adoption tried, grapple them to thy soul with hoops of steel. . . . This above all, to thine own self be true, and it must follow as the night the day thou can'st not then be false to any man."

"Voice of Experience"

(Continued from page 24)

I have discovered. In this organization some 'dirty' work is going on. A woman clerk who has been here sixteen years is very cleverly falsifying certain records. At this time I cannot entirely make out her motive. If she is making a profit in any way from this, I cannot see it. Yet what would her reason be, other than that?

"My first impulse was to tell her that I knew this, but she is the most trusted employee here, and it is possible that she could turn this around on me in some way. I absolutely turn sick at the thought of becoming an informer. Also I know that this would ruin a human life as this woman is very homely and unattractive and even if there were nothing done but to dismiss her, she would be ruined as I know she could

never get placed again.

"Shall I just close my eyes to this matter—after all, there are others who should be awake to what is going on and it's up to them to discover this."

AS I laid the letter on the table I said: "This young woman has a problem either way she takes the situation, it seems to me."

The "Voice of Experience" replied: "Yes—and this is one case where action is imperative. But action in the right direction. If dishonesty is going on, eventually it will be discovered and should the company be involved to a great extent, the writer of this letter would probably lose her position, anyway, in the general shake-up.

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"My advice is for her to say absolutely nothing to any of the employees, or the woman she suspects. But go directly to the man for whom she works and frankly and confidentially tell him that she cannot continue working unless the records are checked. He will see the necessity for quietly investigating the woman's records.

"In this way the girl will not become involved and the guilty woman will not know who has told.

"This is the only safe and just plan to follow. She must consider the company. If she waits for others to discover the false records, innocent people

may suffer. She is not becoming merely 'an informer' under these conditions, and if the woman is guilty, the penalty must be exacted in the interests of justice.

"However, let me stress that under no conditions must she tell other employees. Her employer is the one to handle the matter."

(The "Voice of Experience" offers the Editorial department the pamphlets, "Are You a Romanticist?" "Do's and Don'ts of Courtship," and "On Pleasure As a Goal in Life." Any, or all of these will be sent free to any one making a request for them.)

What Is Love?

(Continued from page 19)

or psychical symptoms.

In such cases of marital difficulty in adjustment—and they are very common where the egos are highly developed—a satisfactory solution is often to be found only by the aid of a trained psychagogue.

Such a one must give ethical and psychological help to the couple either to become more in love, or to replace a relationship based on guilt, hate or fear by a positive attachment based on the mutual give-and-take of complementary love—a creative act for which the physical sex life serves but as material for ideal expression in an essentially psychical experience.

• • •

So quick has been the advance since Freud first published his findings that many of his earlier attempts to express theoretically what he saw now seem either one-sided or inadequate. In spite of his advancing years, Freud's greatness has enabled him in recent writings to break personally some of the thought moulds he formerly used.

Other investigators have carried on the work of applying his clinical discoveries to almost every field of human interest and activity. The earlier attempts of Freud's former pupils to supplement or correct his theories and to improve his technique have been made accessible by the translation of the work of Adler, Jung and Stekel.

Dr. Rank's is the most recent, and perhaps the most revolutionary, hypothesis advanced by a former pupil of Freud. His latest contribution to psychology is not yet widely known, partly because this most recent work is not yet published in English, but chiefly because the human race has instinctively consented not to see some of the facts that Rank's insight has uncovered.

• • •

If it has been hard to accept some of Freud's findings, it will probably be still harder to accept some of Rank's. In so far as Rank completes

the picture of the child's love life sketched by Freud, it will be easier to follow him. We can now bear to look at that picture without involuntarily closing our mental eyes. After all, the past is past and does not touch us so closely as the present.

It is when Rank begins to construct a psychology of our present self, and uncovers the roots of our character and the processes behind our actual love, jealousy, guilt and idealistic devotion, that it is most difficult to overcome the ostrich policy of defense against this unpleasant disturbance of our mental and moral peace.

On the basis of his genetic psychology Rank sketched a constructive psychology of personality and a philosophy of love. Behind the erotic triangle of father, mother and child Rank traced the first workings of our basic tendencies and emotions in the infant's relation to the mother.

To Rank every human life appears to be a tension between the tendency to repetition and the tendency to change. One part of us is unalterably inert and conservative; another part tends to develop, to evolve, to be different. To be very unlike the average human being means unpopularity and pain, against which our nature provides such checks as anxiety and guilt.

• • •

With this assumption of two basic tendencies in mind, we may consider the state of the infant immediately before birth. The part of its nature opposed to change would be satisfied by an endless prolongation of its life in the womb.

It is only the part that tends to change, to move, to develop, that finds the intra-uterine situation a hindrance to freedom and activity. Birth can therefore be a satisfaction only to this part, which is interested in the opportunities for sensation and movement that follow birth. The inert part or tendency can only experience birth as a shocking catastrophe.

Rank's work on the Trauma of Birth indicates that this close biological connection between the unborn child and the mother almost perfectly satisfies the inert tendency in human nature.

Since this tendency is ineradicable, it follows that in every human life from birth to death there is a regressive force pulling back to the paradise

lost or at least tending to mould the environment as closely as possible after the pattern of that blessed state. That is the ultimate meaning of every cry, of all anxiety, of the mystic desire for union with God, the philosopher's theory of the Absolute, and the lover's desire to be united as one flesh with the object of his love.

Who Wants War?

(Continued from page 21)

country to the enemy. As Mr. Seldes says: "They have betrayed the secrets of military inventions, given information on strength in munitions, and not only sold the cannon, the submarine, the warships, the powder, and the rifles, to nations, with whom they expected their governments to be at war, but they have established armament works in enemy countries, built whole navies, organized whole armies."

At the beginning of the World War, there were something less than fifty corporations, the armament makers, organized into the greatest and most profitable secret International of our times,—the International of *bloodshed for profits*. Only a few of this fifty influenced world affairs.

They were Krupp in Germany, Vickers and Armstrong in Great Britain, Schneider in France, Skoda in Austria, Terni and Ansaldo in Italy, Bethlehem and Dupont in America, and Mitsui in Japan. Today the list is virtually the same, with changes in name or address, to comply with the demands of the Allies.

I might call to your remembrance how by pre-war union in various branches, they not only eliminated competition, but they also fomented war scares, encouraged military and naval races, and succeeded in embroiling more than one country in a minor war, while they grew rich and still richer in promoting the world war. Mothers, shall we once again consecrate our sons on the altar of the war gods? I say no! *a thousand times no!*

Whatever Europe may decide to do, America's duty, it seems to me, is to develop an enlightened consciousness as to the malignancy, the stupidity, and the profit-racketeering of war, as an instrument of policy. One of the greatest mistakes ever made in the history of the world was in those days when Woodrow Wilson acquiesced in, and blessed the redrawing of the map of Europe, lopping off provinces from one and tacking them on to another, thereby disrupting long established economic and geographic relationships, and creating scores of new hatreds to fester into new strife. Conscientious and well-intentioned, no doubt, but a tragedy in the world's history, nevertheless.

One must live in Europe, *with* the Europeans, not only among them, but *as one of them*, to get even a faint glimmering of their nationalistic subtleties and trends. Their loves and their hates, their prejudices and their traditions, can never be apprehended second hand. Nor can formally accredited diplomats and attaches, living in the necessarily restricted conventions of American embassies and consulates, touch the innermost lives of the people, whether in the official circles, or in the homes of the masses.

One must live among the people of a foreign country long enough for them to have forgotten that he is a guest; not only familiar with the daily life in their homes, but hearing the muttered comments of passengers in train, bus and subway, to have really learned how they live and love and die, and to understand the deep feelings and attitudes which have grown up through hundreds of years.

Once, when attending a meeting of a club of French women, among whom there are only two members not of French birth, the discussion turned upon America and the war debt, and in that unguarded moment they expressed such hatred and contempt of this country, its manners, its customs and its people, as I had never supposed any of these cultured women to harbor. But we were speaking of *money*—and *money is sacred to the French people*.

Many causes have combined to keep alive the long quarrel between France and Germany. More than once, too, the French have enjoyed the triumph of striding through Germany, as conquerors. So that one cannot easily say which country has been the aggressor. Within the time of our knowledge, the armament-makers have done all that they could to foster suspicion and rivalry. Neither country has been fortunate enough to have many leaders both able and daring enough to denounce the utter madness of their wars.

France has had one, the late Aristide Briand, many times Premier, who worked devotedly for peace, who threw all the force of his brilliant mind and great personal popularity into the effort to have these countries furl their battle flags and France did not deny

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Confidence (Faith) Goes Before—

(Continued from page 12)

We speak and it is done. The healing entities are set in motion. Health of body, peace of mind and spiritual well being are achieved. Without faith, life is unlivable. With faith, life is transformed and transfigured.

The psychological significance of faith is that a strong conviction becomes in effect an autosuggestion and registers an idea in the subconscious mind. This, if held with sufficient intensity, becomes a predominant subconscious impression. These impressions largely control thought, feeling, volition and behaviour. "As a man thinketh, so is he."

Fragments of Life

(Continued from page 17)

have occupied this French writer's time? Can it be that he never knew the joy of feeding a dove from a hotel window sill; from the Library steps; or on Riverside Drive! Is it possible that he never took a walk without sharing the pavement with many dogs, both big and little! And what a pity that he never stopped to converse beneficially with an intelligent urban alley cat!

And flowers! Why from nearly every ground and first floor apartment window, brave blossoms thrive in gay little pots, while shining goldfish flash about in bright glass bowls, and canary songs fill the air! Ivy trails up windows inside and out, seeming to grow even more prolifically than in the country. The poorest home flaunts queer little cacti in grotesquely shaped and bright colored containers. In better pots the proud Sanseveria flanks the windows of the more fortunate.

No flowers! Can it be that Deval has never been impelled in his hurry to stop and drink in the beauty and artistry of New York flower shops decorating metropolitan blocks! As for smiles—well, isn't it just possible that he didn't invite them? New York streets radiate smiles to those looking for smiles!

At the time of these comments Deval could not have been as observing as such a good writer is supposed to be if he saw beautiful women pass by accompanied only by young handsome men! And how *did* he miss that anxiety to please at any cost existing quite obviously through smart make-ups?

Perhaps he has changed his interpretation of New York since Broadway's reception of his play "Mademoiselle." It is even possible that he now feels this city to be the gladdest and most exulting city in the world!

Lucille Burch Worden.

Faith in yourself—in the God within—is needed if you would succeed. You cannot expect others to believe in you if you do not believe in yourself. The inferiority complex holds millions in its deadly grasp. Faith is the immediate cure. Faith in this life and intelligence that you draw upon every time you breathe and think.

This faith does not partake of egotism or blindness to our human faults. It is, rather a calm, dispassionate conviction that each of us has been put here with a task to perform. It is but logical to assume and strongly believe—yea, even know, that we have divine capacities for the performance of that task.

"I HAD A FRIEND!"

A FRIEND is one who brings out the best in you; comforts you in time of grief; encourages in defeat; rejoices in victory.

Perhaps the truest example of real friendship was that between David and Jonathan. Perfect trust. No self-seeking. No jealousy. No putting oneself above the other. Jonathan knew that David was a rival for his throne. But Jonathan's friendship never wavered. He was big enough to see that David was even bigger than he. Therefore he took a lower place and let the better man rule!

It takes a big person to be a true friend. Can you really rejoice when you see an honor come to your friend? Can you truly acknowledge that in some particulars your friend is your superior? Are you willing to take advice from your friend? Even to take a lesser seat than the throne if your friend is better fitted to occupy the throne?

Or when the friend announces that he has been honored, do you at once think of a greater honor that came to you, and tell it?

When there is a choice of places do you stand back to allow your friend first choice? Or do you frantically hasten forward to get the chief place?

There is a test for choosing friends. It is well to know it. If a person does not help us to be braver, cleaner; to have more confidence in ourselves; to dare more, to do better deeds, to think success thoughts, he is not the best friend for us.

"I had a friend."

Can those who know you intimately, say that of you?

Georgia Moore Eberling.

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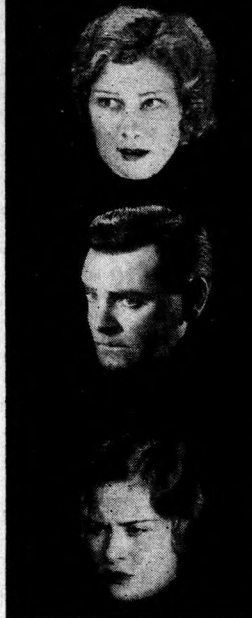
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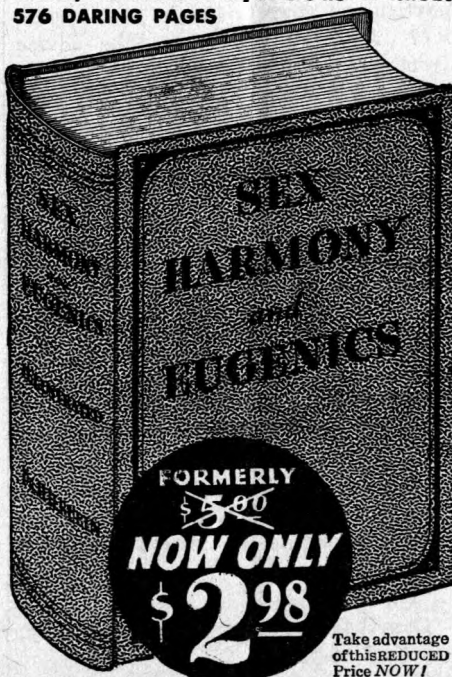
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